

AEPA Bid Checklist

Proposal: IFB 019-B Custodial Supplies & Equipment

Awarded Vendor(s): Busch Systems, Hillyard and State Industrial Solutions

Award Date: Multiple **Contract Number:** 019-B

- Copy of Public Notice
- Copy of Bid Specifications
- Opening Record/List of Bids Received
- Copy of Bids Received
- Recommendation for New Contracts
- Tally Sheets with Notes/Executive Summary
- Copy of Signed Contract(s)
- Board Acceptance of Bid

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)



650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

<u>Dates of Publication</u>	<u>Advertiser</u>	<u>Account #</u>	<u>Order #</u>
StarTribune 08/06/2018	LAKES COUNTRY SERVICE COOPERATIVE	1000301188	267613
StarTribune 08/13/2018	LAKES COUNTRY SERVICE COOPERATIVE	1000301188	267613

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$728.00**

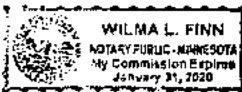
5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terri Swanson

Subscribed and sworn to before me on: 08/13/2018

Wilma L. Finn



Notary Public

CLASSIFIEDS & PUBLIC NOTICES

STARTRIBUNE.COM/CLASSIFIEDS • 612.673.7000 • 800.927.9233

Lakes Country Service Coop

Advertiser: 0000267613-01

Ad Number: 0000267613-01

Insertion Number: N/A

Section-Page-Zone(s): K-1-A11

Description: Notice to Bidders Sealed Bids will...

Agency: N/A

Color Type: 0

Monday, August 13, 2018

Star Tribune

Legal Notices

FEDERAL NOTICE OF PROPOSAL BIDDING FACILITY

Notice is hereby given that Bell Bank, Fargo, North Dakota, has filed application to the Federal Deposit Insurance Corporation for approval of its Member Agency status in the North Dakota Department of Financial Institutions. The bank is to establish a facility at 1399 60th Street, South, St. Cloud, Minnesota.

Any person wishing to comment on this application may file his or her comments in writing with the Regional Director of the Federal Reserve Bank of Minneapolis at its regional office located at 1100 Grand Street, Suite 100, Kansas City, Missouri 64106. Comments by interested parties must be received by the appropriate regional Director not later than September 21, 2018. The non-confidential portions of the application are available in the regional office and are available for public inspection during regular business hours. Photocopies of the non-confidential portions of the application will be made available upon request.

Additionally, any person wishing to comment on this application may file his or her comments with the Commissioner, North Dakota Department of Financial Institutions in writing by September 21, 2018. Comments may be mailed to the Commissioner, Department of Financial Institutions, 2000 Schafer Street, Suite 60, Bismarck, North Dakota 58501-1204. You may also request a copy of the application at the above address.

You are also advised that per Section 6402.11 and Section 608.01, North Dakota Century Code, the Commissioner shall take into consideration the following factors in determining whether to grant or approve the application: the proposed transaction is consistent with the convenience, needs, and interests of the general community and area served and is in the public interest; the financial strength of the bank is sufficient to meet the needs of the community and maintain the separate assets of the bank; the bank will be sufficiently insured by the approval of the application; the proposed transaction will not be detrimental to the safety and soundness of the bank; and any new officers and directors are qualified and possess appropriate experience and financial responsibility.

This Notice is published pursuant to Section 608.01 of the Federal Deposit Insurance Corporation Act and Regulation Z of the Consumer Financial Protection Act. Administrative Code 13-02-0015.

The State Commissioner
Department of Financial Institutions
Michael Solberg, CEO
Dei Danna

Proposals for Bids

Notice to Bidders

Sealed bids will be received by the State of North Dakota, Purchasing Agency (SAP) on behalf of its Member Agencies until:

**1:00 p.m. EDT,
Monday, October 1, 2018**

For Bids: **2018-A Telecommunications & Station Services, 218-R Geological Supplies & Equipment, 619-C Office Supplies, 219-D Programming & Recreational Equipment, and 219-E School & Instructional Supplies.**

Each bid package consists of multiple parts:

Part A - Terms and Conditions
Part C - Specifications
Part D - Member Agency (State) Terms and Conditions
Part E - Signature Forms
Part F - Bidding and Pricing Schedule Workbook

All bids shall be submitted online via BidNet. Bids may be downloaded and time listed above. Note that bidders must be able to provide their proposed products and services to the State of North Dakota, North Dakota, Connecticut, Colorado, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, Texas, Virginia, Washington, West Virginia, Wisconsin, and Wyoming.

ADPA bid documents can be downloaded after registering at www.bidnetusa.com. ADPA and/or the respective Member Agency (State) may reserve the right to reject any or all bids in whole or in part, or to waive any formalities or irregularities in any bid, or to accept the bid, which in its discretion, written or otherwise, appears to be the best interest of any of the ADPA Member Agencies. Bids will be opened and all bids made in public view at the Public Purchase, (bids will be opened and all bids made in public view) on October 1, 2018, at 10:00 a.m. EDT, 2110 North Washington Road, Waterford, Michigan 48329.

Notice to Bidders

Sealed proposals will be received by the State of North Dakota, Purchasing Agency (SAP) on behalf of its Member Agencies until:

**1:00 p.m. EDT,
Tuesday, September 4, 2018**

For proposals: **19-1 - Chemical Safety, 19-2 - Fire Alarm, 19-3 - Security Services, and 19-4 - Restroom and Floor Coatings Materials only.**

Conformity with technical specifications, bid forms, and other conditions of bid and other conditions shall be maintained. Bids may be obtained by requesting a bid package from the Purchasing Agency (SAP) at www.bidnetusa.com.

Proposals must be submitted to the Public Purchase prior to 1:00 p.m. EDT on Tuesday, September 4, 2018. The Purchasing Agency (SAP) reserves the right to award the contract to the lowest responsible bidder, or to reject any or all proposals.

For Sale - **LANDO owned vacant land, located at the SE Quad of T1818 and T1816, Brooklyn Park, Minnesota. 1247 acres to be sold by sealed bid on 9/20/2018 at 1:00 p.m. EDT. 1500 C.R. 82, Roseville, MN 55127. For Form, Notes, and details, state.mn.us/foreclosure/lando.htm**

General Policies

Businesses are the best day of publication. If there are no notices, we will make changes for errors and omissions. We will not be held responsible for any damages which may be incurred by our subscribers. We will not be held responsible for any damages which may be incurred by our subscribers. We will not be held responsible for any damages which may be incurred by our subscribers.

Legal Notices

NOTICE OF PUBLIC HEARING MINNEHABA CREEK WATERBURY DISTRICT

The Minnehaha Creek Waterbury District (MCWD) Board of Directors will hold a public hearing on Thursday, August 23, 2018 at 1:00 p.m. to receive comments on the MCWD 2018 budget and levy. The MCWD Board will also receive comments on the MCWD 2018 budget and levy. The MCWD Board will also receive comments on the MCWD 2018 budget and levy.

Garage Sale

Apple Valley Grace Lutheran Church Garage Sale. August 23-24, 2018. 1500 C.R. 82, Roseville, MN 55127. For Form, Notes, and details, state.mn.us/foreclosure/lando.htm

Mortgage Foreclosures

DATE TO VACATE PROPERTY. The mortgagee or servicer of the mortgage must vacate the property if the mortgagee or servicer of the mortgage is not the owner of the property. The mortgagee or servicer of the mortgage is not the owner of the property.

Mortgage Foreclosures

NOTICE OF MORTGAGE FORECLOSURE. The mortgagee or servicer of the mortgage must vacate the property if the mortgagee or servicer of the mortgage is not the owner of the property. The mortgagee or servicer of the mortgage is not the owner of the property.

134 Home Health Care

Home Health Care. We provide home health care services for seniors in their own homes. Call us today for more information.

674 Gynecology

Gynecology. We provide gynecological services for women. Call us today for more information.

395 Misc. For Sale & Wanted

Miscellaneous items for sale and wanted. Call us today for more information.

404 Dogs

Dogs. We have various breeds of dogs for sale. Call us today for more information.

404 Dogs

Dogs. We have various breeds of dogs for sale. Call us today for more information.

420 Congregational & RV Parks

Congregational and RV parks. We have various types of parks for sale. Call us today for more information.

430 Vacation Guide

Vacation guide. We have various types of vacation guides for sale. Call us today for more information.

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626 Senior Living

Senior living. We have various types of senior living facilities for sale. Call us today for more information.

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641 DBL BUNGALOW/ DUPLEX/TOWNHOME UNFURN. NORTH SUBURBS

DBL BUNGALOW/ DUPLEX/TOWNHOME UNFURN. NORTH SUBURBS. We have various types of properties for sale. Call us today for more information.

641 DBL BUNGALOW/ DUPLEX/TOWNHOME UNFURN. NORTH SUBURBS

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Star Tribune

Monday, August 13, 2018

Color Type: 0

General careers

LANDSCAPE LABORER. We are seeking individuals for landscape laborer positions. Call us today for more information.

JOBS

ATTENTION EMPLOYERS: YOUR JOB IS TO FIND GREAT PEOPLE. OUR JOB IS TO HELP YOU DO JUST THAT. Star Tribune offers you more than ever, more solutions, more engagement and more platform to help you reach your recruitment goals. Call 612-673-4657 or email workplace@startribune.com

IMMEDIATE OPENINGS APPLY TODAY

YOUR LOCAL NEWSPAPER DISTRIBUTOR IS IN NEED OF CARRIERS. Must be at least 18 years old. Must have reliable transportation. Must have valid driver's license and current auto insurance. Call 612-673-7473 now.

IMMEDIATE OPENINGS APPLY TODAY

YOUR LOCAL NEWSPAPER DISTRIBUTOR IS IN NEED OF CARRIERS. Must be at least 18 years old. Must have reliable transportation. Must have valid driver's license and current auto insurance. Call 612-673-7473 now.

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AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA

ss.

COUNTY OF CLAY

Emily Schnaidt, being first duly sworn, on oath states as follows: 1. I am the publisher of the *The Forum*, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Monday(s), August 6, 13, 2018

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: *1st run: 47¢ per line. 2nd run: .40¢ per line.*

5. [Effective 7/1/15]. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Cass County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

Dated this 13th day of August, 2018.



Legals Clerk



Notice to Bidders
Sealed Bids will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies until:
1:30 p.m. EST, Monday, October 1, 2018.
For Bids: 019-A Telescopic Bleachers & Stadium Seating, 019-B Custodial Supplies & Equipment, 019-C Office Supplies, 019-D Playground & Recreational Equipment, and 019-E School & Instructional Supplies.
Each bid package consists of multiple parts:
Part A - Terms and Conditions
Part B - Specifications
Part C - Member Agency (State) Terms and Conditions
Part D - Questionnaire
Part E - Signature Forms
Part F - Discount and Pricing Schedule Workbook
All bids shall be submitted online via Public Purchase by the due date and time listed above. Note that Bidders must be able to provide their proposed products and services in up to 27 states including California, Colorado, Connecticut, Florida, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, Texas, Virginia, Washington, West Virginia, Wisconsin and Wyoming.
AEPA bid documents can be downloaded after registering, at no cost, on

Public Purchase at www.publicpurchase.com. AEPA and/or the respective Member Agencies reserve the right to reject any or all bids in whole or in part; to waive any formalities or irregularities in any bids; and to accept the bids, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Bids will be opened and an opening record will be posted to Public Purchase. Bids will be publicly opened at 1:30 PM EST on October 1, 2018, at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI.
(August 6, 13, 2018) 2662015





Invitation for Bid AEPA IFB #019-B Custodial Supplies & Equipment

Part A – Terms and Conditions

Notice to Bidders

Sealed Bids will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies until:

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Each bid package consists of multiple parts:

- Part A – Terms and Conditions**
- Part B – Specifications**
- Part C – Member Agency (State) Terms and Conditions**
- Part D – Questionnaire**
- Part E – Signature Forms**
- Part F – Discount & Pricing Workbook**

All bids shall be submitted online via Public Purchase by the due date and time listed above. Note that Bidders must be able to provide their proposed products and services in up to 27 states including California, Colorado, Connecticut, Florida, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, Texas, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

AEPA bid documents can be downloaded after registering, at no cost, on Public Purchase at www.publicpurchase.com. AEPA and/or the respective Member Agencies reserve the right to reject any or all bids in whole or in part; to waive any formalities or irregularities in any bids, and to accept the bids, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Bids will be opened and an opening record will be posted to Public Purchase. Bids will be publicly opened at 1:30 PM EST on October 1, 2018, at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI.

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
November 2, 2018	Contract Recommendations posted on Public Purchase and the AEPA website, www.aepacoop.org
November 26-28, 2018	AEPA Approval of bids
December 3, 2018	Vendor Partner's submit required documentation to Member

	Agencies
No later than May 1, 2018, to February 28, 2019	Initial contract term (up to fifteen months) – See Term of Contract and Extensions in General Terms & Conditions
March 1, 2019 - 2022	Annual contract renewal dates subject to approval by AEPA

For information on how to address all questions regarding this Invitation for Bid (IFB), reference Section II. Bid Procedures, Section C. Questions.

AEPA Member Agency Information

State	Agency Name	Contact	Email	Students
California	Monterey County Office of Education d/b/a CalSAVE	Ted Witt	twitt@epylon.com	6,000,000
Colorado	Colorado BOCES Association	John Tillman	jtillman@my.amigo.net	889,000
Connecticut	Capitol Region Education Council (CREC)	Cara Hart	chart@crec.org	538,000
Florida	Panhandle Area Education Consortium	Larche Hardy	larche.hardy@paec.org	2,700,000
Indiana	Wilson Education Center	Phil Partenheimer	philp@wesc.k12.in.us	1,046,026
Illinois	Illinois Learning Technology Purchase Program	Rachael Brewer	rbrewer@iltpp.org	2,028,000
Iowa	Iowa Educators Consortium	Joni Puffett	jpuffett@iec-ia.org	510,010
Kansas	Southeast Kansas Education Service Center	Tina Smith	tina.smith@greenbush.org	468,510
Kentucky	Green River Regional Educational Cooperative	Ann Burden	ann.burden@grrec.org	675,000
Massachusetts	The Education Cooperative	Joan Preble	jpreble@tec-coop.org	955,739
Michigan	Oakland Schools	Tim Lookk	tim.lookk@oakland.k12.mi.us	1,550,802
Minnesota	Cooperative Purchasing Connection	Jeremy Kovash	jkovash@lscs.org	842,932
Missouri	Cooperating School Districts	Matt Goodman	khackworth@edplus.org	885,204
Montana	Montana Cooperative Service	Dave Puyear	dpuyear@mrea-mt.org	144,129
Nebraska	Nebraska ESU Cooperative Purchasing	Craig Peterson	Craig.peterson@esucc.org	300,000
New Jersey	Middlesex Regional Educational Services Commission	Pat Moran	pmoran@mresc.k12.nj.us	1,369,000
New Mexico	Cooperative Educational Services	Dotty McKinney	dotty@ces.org	338,307
North Dakota	North Dakota Educators Service Cooperative	Jane Eastes	jeastes@lscs.org	106,863
Ohio	Ohio Council of Educational Purchasing Consortium	Elmo Kallner	kallner@mail.mecdc.org	1,700,000
Oregon	Intermountain ESD	Rob Naughton	rob.naughton@imesd.k12.or.us	570,857
Pennsylvania	Central Susquehanna Intermediate Unit d/b/a Keystone Purchasing Network	Jeff Kimball	jkimball@csiu.org	5,700,000
Texas	Region 16 Education Service Center d/b/a TexBuy	Andrew Pickens	andrew.pickens@esc16.net	5,232,065
Virginia	Fairfax County Public Schools	Michelle Pratt	MRPratt@fcps.edu	1,249,000
Washington	King County Directors Association	Dave Mahalko	dmahalko@kcda.org	1,000,000
West Virginia	Mountain State Educational Services Cooperative	Jan Hanlon	jhanlon@k12.wv.us	279,899
Wisconsin	Cooperative Educational Service Agency (CESA) #2	Jane Wray	jane.wray@cesa2.org	873,000
Wyoming	Northeast Wyoming Board of Cooperative Educational Services	Nita Werner	nwerner@newboces.com	91,000
			Total Students:	38,037,480

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I. About AEPA

The Association of Educational Purchasing Agencies (AEPA) is a school procurement consortium established in 2000 through a Memorandum of Understanding, and incorporated in 2007 under the state laws of Nevada. Currently, twenty-seven (27) states have joined to issue simultaneous Invitations for Bids (IFB) generating sales in forty-nine (49) states.

AEPA requires that Bidders only respond if they are able to offer prices equal to or lower than what they ordinarily offer on separate, single school district, single state or multi-state contracts that have equal or lesser volume. AEPA's mission is to cooperatively serve our members through a continuous effort to explore and solve present and future purchasing needs. Our goals include working to secure multi-state volume purchasing contracts with benefits that are measurable, cost-effective and continuously exceed our members' expectations. AEPA is committed to accomplish this mission lawfully and ethically, using leading edge technology and futuristic business practices.

AEPA designates one Member Agency per state that is operating legally under the rules and regulations of that state. Any additional agencies that wish to participate will negotiate with the authorized Member Agency and participate through them in a manner in which they mutually agree is not in conflict with AEPA procedures. The Member Agency will be the only agency allowed to represent that state at AEPA and will be the only communication link between AEPA and that state.

Each Member Agency, along with the awarded Vendor Partner, represents, supports and promotes the AEPA contracts within their respective state. While the consortium was initially created to support educational entities, the Member Agency for each state determines which public entities (higher educational institutions, cities, counties, townships, states, etc.) can utilize the competitively bid contracts (see the Summary of State Participation by Bid Category Table).

II. Bid Procedures

A. Issuing Agency

The great benefit to the Bidder is that one response may be prepared for approval by AEPA and award by multiple AEPA Member Agencies and utilized by their Participating Entities located throughout many states. Some of these 27 AEPA Member Agencies have Participating Entities in other non-AEPA states as identified in the Part B - Specifications document. Bidders responding to this IFB will submit their response in the required formats (PDF, Word, Excel) of all files requested along with complete catalogs via Public Purchase by the due date and time of this IFB. Bidders selected in response to this single IFB have the potential to provide products and services to local education agencies serving over 36,000,000 (excludes non-represented AEPA states) students.

Each AEPA Member Agency will individually publish notice of the IFB. Bidders will submit their response online, electronically via Public Purchase (www.publicpurchase.com). Responses will be evaluated by bid oversight committees comprised of AEPA Member Agencies representatives who have indicated they will participate in the category of products and services being solicited, and after AEPA approval, individual AEPA Member Agencies may award contracts to the AEPA Approved Vendor Partners or reject their offers.'

The procurement activities of AEPA are limited to document preparation, distribution of the IFB, initial evaluation, and recommendation for possible approval to AEPA Member Agencies. AEPA consists of agency officials who have agreed to assist one another in meeting the public purchasing needs of local school districts and other political subdivisions.

Contracts awarded through cooperative purchasing must meet the procurement laws of the states of each AEPA Member Agency. When these laws are satisfied, an individual entity using these contracts is deemed in compliance with bidding regulations. As allowed by specific state statutes, they can issue purchase orders for any amount without the necessity to prepare their own IFB, Request for Proposal

(RFP), or Request for Quotations (RFQ). This saves the entity time and allows for economical and efficient purchasing.

State laws that permit or encourage cooperative purchasing contracts do so in the belief that it saves the participants both time and money. Time is saved by having access to volume discounted contracts publicly solicited and being able to purchase what is needed without having to wade through the solicitation process (write solicitation, advertise the IFB, open each response, evaluate and make a selection). Money is saved in procurement cost and lower prices will be the result of volume purchasing. *Therefore, a contract issued by a cooperative can be used by hundreds of separate political units; but if it has the same or higher prices than what a single agency or state contract can get through its own bid, a cooperatively bid contract makes no sense.*

The AEPA policy for membership permits new agencies to become AEPA Member Agencies upon approval of existing members. If additional Agencies are added, they and their members may procure from existing contracts upon approval of the awarded Vendor Partners and in accordance with their state laws.

B. Voluntary Pre-Bid Conference Call

AEPA will host a voluntary pre-bid conference call on Thursday, September 6, 2018, for any interested Bidders or potential Bidders. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.

Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-A Telescopic Bleachers and Stadium Seating	10:00 AM	9:00 AM	8:00 AM	7:00 AM
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM
019-C Office Supplies	11:00 AM	10:00 AM	9:00 AM	8:00 AM
019-D Playground and Recreational Equipment	11:30 AM	10:30 AM	9:30 AM	8:30 AM
019-E School and Instructional Supplies	12:00 PM	11:00 AM	10:00 AM	9:00 AM

Conference Call Number: 248-209-2400

Conference Call Code: *0102087#

C. Questions

All questions from Bidders must be submitted online through Public Purchase, **AEPA will not accept questions in any other format.** All questions received during the IFB process will be available via Public Purchase. All Bidders will be automatically notified through email when AEPA responds to a question asked by a Bidder. It is the Bidders responsibility to check Public Purchase for any questions and answers prior to the bid deadline. Questions received after the question deadline date will not be answered.

Should AEPA issue an addenda during the solicitation process, all Bidders will be automatically notified through email of the released addenda. AEPA is not responsible for Bidders not acknowledging the issued addenda and not submitting a response according to those changes.

Questions regarding this IFB after Bid Opening, but prior to the approval of the contract, should be submitted to aeпа-bids@googlegroups.com.

Questions regarding this IFB after Notification of Approval should be submitted to aeпа-president@googlegroups.com.

D. Bidder Qualifications

An essential part of the bid evaluation process is an evaluation to qualify the company being considered. All bids must contain answers, responses and/or documentation to the information requested in the Bid Documents. Any Bidder failing to provide the required information/ documentation may be considered non-responsive, this includes submitting a response not in the proper format.

Bidders, within their response, must demonstrate their ability, capacity and available resources to provide the proposed products and services to all of the AEPA Member Agencies indicating an interest in participating in the categories being solicited. The Bidders are required to communicate and demonstrate within their response they have extensive knowledge, background and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services or software offered. AEPA and/or its Member Agencies reserve the right to accept or reject newly formed companies or companies failing to demonstrate their abilities or capacity solely based on information provided in the bid response and/or its own investigation of the company.

E. Bid Security

If required, bids shall be accompanied by a satisfactory bid security. This will vary by category and will be noted in Part B. If applicable, a hard copy of the bid security must be in the actual possession of AEPA at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 58328, on or prior to the exact due date and time. A bidder must include a PDF copy of the bid security with their response on Public Purchase. If a Bidder fails to submit a copy of the bid security via Public Purchase and/or fails to submit the bid security by the due date and time, its response shall be deemed non-responsive and will not be considered.

When a bid security is required, the amount of the bid security for each category will be listed in Part B. An acceptable bid security will have the principal being the Bidder and the Association of Educational Purchasing Agencies listed as the Agency of Record. Bid Security may be a one-time bid bond underwritten by a surety company licensed to issue bid bonds in the state of Nevada and said surety to be approved in federal circular 570 as published by the United States treasury department or the equivalent in cash or an irrevocable letter of credit from a FDIC financial institution. The bid security shall remain in force for one hundred twenty (120) days of bid opening.

F. Bid Submission

1. Preparation of the Bid Response

- a. The IFB is published in multiple parts. Part A contains the terms and conditions that apply to all IFB's in the current series of bids. Part B is the specifications for the bid commodity. Part C includes specific state terms and conditions. Part D, E and F are to be filled out in their entirety and submitted online via Public Purchase in their required formats with the Bidder's response. Some bid categories may contain additional Parts or Forms. All Forms should be uploaded as indicated by the stated requirements.
- b. All bid responses shall be on the forms provided by AEPA for each IFB found in Public Purchase.
- c. Bid Forms requiring signatures shall be submitted by the person authorized to sign the bid response. Failure to properly sign the bid documents will result in the response being deemed non-responsive.
- d. In case of an error in extension of prices in the bid, unit prices shall govern.
- e. Periods of time, stated as a number of days, shall be in calendar days, not business days.
- f. It is the responsibility of all Bidders to examine the entire IFB package, to seek clarification of any item or requirement that may not be clear, and to check all responses for accuracy before submitting a bid. Negligence in preparing a bid confers no right of withdrawal after due time and date.
- g. The Bidders' ability to follow the bid preparation instructions set forth in this solicitation will also be considered to be an indicator of the Bidders' ability to follow instructions should they receive an award as a result of this solicitation. Any contract between the AEPA Member Agency

and a Bidder requires the delivery of information and data. The quality of organization and writing reflected in the bid will be considered to be an indication of the quality of organization and writing which would be prevalent if a contract was awarded. As a result, the bid will be evaluated as a sample of data submission.

2. Format of Bid Submittal

- a. Bidders will submit all documents, **in their required formats**, online via Public Purchase by the due date and time of the IFB.
- b. The Bid Security, if applicable, must be submitted following the guidelines mentioned in II. Bid Procedures, E. Bid Security.

3. Bid Submittal Documents

Document Development: Bid forms for this IFB are published in Public Purchase, in both Word, Excel and PDF formats. Bidders may download the documents once they are registered with AEPA on Public Purchase. All documents must be titled properly and submitted in their required format as noted in the Bid Proposal Checklist. Please scan and upload all documents to Public Purchase following the Bidder's Proposal Checklist, any additional documents or files other than those listed below that may be requested and/or related to the this IFB.

- a. **Bid Security:** Not all categories require a bid security. If required, include a scanned PDF copy of the Bid Security with the Bidder's proposal on Public Purchase. NOTE: Bidder's must follow the Bid Security guidelines mentioned prior in II. Bid Procedures, E. Bid Security. Failure to follow these guidelines will result in the Bidder being deemed non-responsive and will not be considered.
- b. **Part C – Member Agency (State) Terms and Conditions:** Some states require additional documentation and signature forms. Please review Part C and submit the required state documents with your bid. Submit all state specific forms as one (1) form in PDF format.
- c. **Part D – Questionnaire:** Complete the form provided. The questionnaire seeks information about the Bidder's pricing structure, service areas, past performance and commerce processes. The Company Information form provides background information on the Bidder's company. Submit the form as one (1) individual form.
 - **NOTE: An attached letter of line of credit from the Bidder's chief financial institution is required unless the company is publicly traded. If the company is publicly traded, a complete Annual Financial Report from the most recent year is REQUIRED.** Scan the Letter of Line of Credit and/or Annual Report into a PDF document and title as per the instructions in Document Development above.
- d. **Part E – Signature Forms:** Complete the form provided. The signature form includes multiple areas where signatures are required. Submit the form as one (1) individual form in PDF format.
- e. **Part F – Discount & Pricing Schedules Workbook:** Complete the Excel workbook provided. Title the Excel document as per the instructions in Document Development above. Be sure to complete the required tabs as outlined in Part F.
- f. **Warranties, Additional Services:** In response to Part F, the Bidder may be asked to provide a price schedule for warranties, etc. This document is created by the Bidder (it is not provided by AEPA) and should be presented in an Excel workbook and titled as per the instructions in Document Development above.
- g. **Additional Discounts:** In response to Part F, the Bidder may be select to offer additional discounts/bonuses to AEPA members based on a dollar volume, sizes of orders or other criteria, and must state the formula for arriving at these discounts. This document is created by the Bidder (it is not provided by AEPA) and should be presented in an Excel workbook and titled as per the instructions in Document Development above.
- h. **Price Lists and/or Catalogs:** For catalog bids, PDFs of the Bidder's most recent published catalog(s) or price lists must be included for catalog bids. Each PDF document must be titled as per the instructions in Document Development above.

4. **Bid Transmittal – *Uploaded to Public Purchase by October 1, 2018, at 1:30 p.m. EST.***

It is the responsibility of the Bidder to be certain that the bid submittal has been uploaded in its entirety to Public Purchase, on or prior to the exact due date and time of October 1, 2018, at 1:30 PM EST.

If applicable, a hard copy of the bid security must be in the actual possession of AEPA at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 58328, on or prior to the exact due date and time.

Failure to submit a copy with the response and to send the official bid security to AEPA will result in the Bidder being deemed non-responsive and will not be considered. Bids and bid securities not meeting the due date and time will not be accepted. Bid securities must be submitted in a sealed envelope properly addressed to Association of Educational Purchasing Agencies, with the Bid Number, Bid Category being offered, Bid Due Date and Time, and Bidder's Name and Address clearly indicated on the envelope or box. Bid securities received late will not be opened and will be deemed non-responsive.

If the designated location for receiving the bid security is closed due to an unforeseen circumstance on the day the bid security is due (due date), the bid security will be due at the same time on the next day the building is open. Responsive bids will be opened and the name of each Bidder and other appropriate information will be posted to Public Purchase.

G. Bid Evaluation, Approval and Award: Bid responses received will be evaluated in accordance with acceptable standards of cooperative purchasing, set forth in and governed by the Procurement Codes of AEPA Member Agency's states; AEPA by-laws, policies and procedures; AEPA Member Agencies' policies and procedures. Approval of prospective Vendor Partners and award of contracts will be made to the lowest responsive and responsible Bidder utilizing the criteria listed in this bid.

1. **Responsive Bidder:** A responsive bid reasonably and substantially conforms to all material requirements of the solicitation. Bids must be responsive and approved by AEPA to receive award consideration by AEPA Member Agencies. To be determined responsive, the response must meet all of the requirements below:

- a. Submitted on time.
- b. Materially satisfy all mandatory requirements identified throughout the IFB.
- c. Must substantially conform to all of the specified requirements in the IFB in the judgment of AEPA and its AEPA Member Agency representatives.
- d. Any deviation from requirements indicated herein must be stated, in writing, and included with the bid submittal. Otherwise, it will be considered that bids are in strict compliance with all requirements, and any successful Bidder will be held responsible therefore.
- e. Deviations or exceptions stipulated in Bidder's response may result in the bid being classified as non-responsive. Language to the effect that the Bidder does not consider this bid to be part of a contractual obligation will result in that Bidder's response being disqualified. Terms of the IFB that any Bidder considers particularly unwarranted, and to which that Bidder would have to take significant exception in his bid, should be stated clearly and concisely as exceptions and/or deviations.
- f. In preparing a proposal, the Bidder's inability to follow the proposal preparation instructions set forth in this solicitation and its inability to provide written responses, narratives, requested and support documentation relating to the Bidder's qualifications; abilities; capacity; products; specifications; delivery, installation, setup, maintenance; support services and pricing utilized by AEPA evaluators may result in the Bidder's response to be deemed non-responsive.

2. **Non-responsive Bid:** Any bid that does not conform to all material requirements of the solicitation including but not limited to: bids received after the deadline; bids that do not contain required items and/or provided in the format required, such as proper and/or signed forms, pricing, catalogs, electronic files; bids that do not contain the proper bid bond where required; failure to meet the

specified qualifications, product specifications, stipulated documentation or pricing equal to or better than individual customers and/or cooperatives with equal or lesser volume. Non-responsive bids will not be considered for approval and award.

3. Responsible Bidder: A responsible Bidder is a firm or person with the qualifications, capability and capacity to perform the contract requirements with integrity and reliability, which will assure a good faith performance. AEPA's approval of a Bidder's response will make the Bidder available for consideration to the AEPA Member Agencies for contract award. Prior to this recommendation the Contract Oversight committee will determine whether a Bidder is responsible. If a Bidder is approved by AEPA, the AEPA Member Agency reserves the right to determine if said Vendor Partner is responsible in their respective state. Factors to be considered in determining whether the standard of responsibility has been met may include but is not limited to whether a Bidder has:

- a. Submitted a responsive bid;
- b. The qualifications stipulated herein that may include but are not limited to adequate financial resources, production or service facilities, personnel, service reputation and experience to make satisfactory delivery of the products, services, or construction, described in the invitation for bids to those AEPA member states who have indicated their participation;
- c. A demonstrated and documented satisfactory track record of performance in the national market place;
- d. A satisfactory record of integrity and a reputation of responding to and meeting educational institutions' needs, adherence of and compliance with federal, state, local and industry standards, rules, regulations and codes;
- e. Quality and suitability of products and services offered to meet and perform to the specifications, expectations and requirements identified in this bid;
- f. Supplied all necessary information and data in connection with determining whether a Bidder meets the standard of responsibility.

4. Cost Evaluation:

- a. Cost and price schedules conform to and provide the information required in Part B of this bid;
- b. Pricing offered that is equal to or better than those offered to individual entities or cooperatives with equal or lesser volume;
- c. Methodology used by AEPA and its AEPA Member Agencies to approve prospective Vendor Partners and award contracts;
- d. Line Item Bid: Lowest responsive, responsible Bidder(s); or
- e. Catalog Bid: Lowest responsive, responsible Bidder(s) is/are determined based on the price evaluation criteria; and by a "Core List" and/or by creating a "Market Basket Study" to compare overall pricing between Bidders. A "Market Basket" is a list of items typically purchased by AEPA Member Agencies and their Participating Entities that represent a cross-section of the types of those items purchased. The selection and quantity of line items evaluated will be at the sole discretion of the AEPA evaluators;
- f. Based on the cost evaluation, a recommendation will be made to approve a single Bidder or make a multiple Bidder award.

H. Contract Award and Implementation

An AEPA oversight committee will perform initial bid response review and evaluation and will prepare and make a recommendation to AEPA for its consideration and approval. Those selected Bidders who are approved by AEPA will then be considered by the individual AEPA Member Agencies for contract award. It should be noted that once AEPA has approved the bid response, a Bidder becomes a "Vendor Partner" for AEPA.

Recommendations for approval by AEPA will be posted to Public Purchase and the AEPA website on November 2, 2018. Bidders who are being recommended to AEPA by the Bid Committees and will have their proposal reviewed at the Spring Meeting, April 7-9, 2019, will be invited to present for 15 minutes, if approved by AEPA, to the group to educate all 27 states on your company, products, etc.

Once the approved Bidders have been notified, it is their responsibility to contact those AEPA Member Agencies (up to 27) who had indicated an interest in participating and send Part C (if applicable), Part D, E and F to each of the participating AEPA Member Agencies. Each AEPA Member Agency will review, evaluate and determine which, if any, it will award contracts to.

The approved Vendor Partner and the AEPA Member Agency will hold final contract negotiations, if necessary, to work out state specific details of contract implementation including:

1. Acquiring additional information and having discussions on how the awarded contract will be executed.
2. Signing the contract with the AEPA Member Agency.
3. Jointly develop marketing strategies and a plan for contract roll-out activities to the AEPA Member Agency's Participating Entities (Advertising, flyers, website access, etc.).
4. Establish how orders will be processed, handled and reported.
5. Contract management: Establish how and by whom the day-to-day contract management will be handled and who will be the AEPA Member Agency' representative.

It is not guaranteed that each AEPA Member Agency will enter into a contract with AEPA approved Vendor Partners. The final decision as to the appropriateness of a contract for a Member Agency rests solely with that AEPA Member Agency.

III. Responsibilities of A Vendor Partner

- A.** As an approved AEPA Vendor Partner, the following is expected in support of the contract:
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the contract.
 2. Train and educate sales staff on what the AEPA cooperative contract is including pricing, who can order from the contract (by state), terms/conditions of the contract and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.
 3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. Plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.
 4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.
 5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, a \$0 report is required.
 6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.
 7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.
 8. Annually attend two (2) AEPA meetings: Annual meeting which is typically in April and the Winter Meeting which is typically the end of November or early December and has historically been held in conjunction with the Association of Educational Service Agencies (AESAs) annual conference. At the Annual meeting, Vendor Partners participate in a round table meeting with each of the AEPA Member Agencies. Vendor Partners that have paid the registration fees can participate in the meetings.
 9. Trade show support: Strongly encourage participation in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).
 10. Increasing sales over the term of the contract with all participating AEPA Member Agencies.

IV. Responsibilities of AEPA Member Agencies

- A. In support of the Vendor Partner and respective contract, each AEPA Member Agency should provide the following support:
1. Designate a staff member(s) that will serve as a point person for the AEPA program within that state.
 2. Provide a staff member to work collaboratively with the Vendor Partner to determine the best marketing plan for the respective Member Agency state. Marketing efforts may include but not be limited to the education and use of sales force, a website presence, electronic mailings, brochures, mailings, etc.
 3. Develop marketing materials for the Member Agency to use that would include representation of the awarded contracts. Materials may include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc. as determined by the respective Member Agency and what works best within their state.
 4. Assist the Vendor Partner to jointly market the contract to potential Participating Entities within the state.
 5. Work with the Vendor Partner to identify eligible Participating Entities within the state possibly including providing a list of potential customers.
 6. Attendance at the two (2) AEPA meetings which provides for opportunity to interact with Vendor Partners.

V. General Terms and Conditions for All Agencies

For the purposes of this INVITATION FOR BID, the following terms shall be defined as indicated below:

Administrative Fee: The percentage of sales that each Vendor Partner pays the Member Agency for sales in their respective state or states that they extend the AEPA pricing to. Administrative Fees shall be paid to each Member Agency on a quarterly basis. See the Summary of State General Overview for the administrative fees by Member Agency (state).

Advertising: Vendor Partner shall not advertise or publish information concerning this contract prior to the award being announced by the AEPA Member Agencies. Once the award is made, the Vendor Partner may advertise to the individual Participating Entities that products/services are available. Vendor Partner shall submit ad copy to the AEPA Member Agency for review and approval prior to issuing the advertisement.

AEPA Bi-Annual Meetings: AEPA holds two general meetings each year: one in the Spring (usually in the months of April or May) and the other in the Fall (currently the week after Thanksgiving). AEPA requires that all successful contract holders attend both meetings and participate in the vendor round tables at the Spring meeting. AEPA request that all vendor partners register in advance and stay at the AEPA official hotel if rooms are available. All registrations for the meetings are required by the official registration due date as announced by AEPA.

AEPA Member Agency: Refers to the entities identified in the table on page two of this document and are listed on the table presented in Part B - Specifications, Item 3: Anticipated Member Agency Participation on this bid, that has chosen to participate in this bid/category. "Direct or Indirect Participation" may include their involvement through the formulation of any part of a procurement activity; the influencing of the content of any term, condition and/or specification; the evaluation, investigation, auditing and/or the rendering, of advice, recommendation, decision, approval, disapproval and the award and implementation of procurement contract. Not every listed entity may elect to participate in this bid once the responses are reviewed and approved.

Affirmative Action: An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by AEPA Member Agencies. Vendors must comply with requirements and/or requests for information regarding Affirmative Action by Member Agencies.

Amendment of Bid: A bid may be amended up to the time of opening by submitting a sealed letter to the place where the bids are received as indicated on the front of this solicitation.

Applicable Law: The laws of the state of the respective AEPA Member Agency shall govern any resulting contract of this bid. Suits pertaining to this contract may be brought only in courts in the County and State as prescribed by the

AEPA Member Agency. Both parties agree that the Uniform Commercial Code, as adopted by the State of the AEPA Member Agency, shall fully apply. The Vendor Partner shall comply with any and all laws, whether local, state, federal or otherwise, applicable to any aspect of the work to be performed in relation to the resulting contract. It shall be the Vendor Partner's responsibility to identify, make themselves aware of and determine the applicability and requirements of any such laws and to abide by them.

Approval and Awarding of Contract: AEPA and its AEPA Member Agencies reserves the right to approve and award a contract to one Bidder, to make multiple approvals and awards, to reject any or all bids in whole or in part, to waive any minor formalities or irregularities in any bids, and to accept bids, which in its discretion and according to law may be in the best interest of the AEPA Member Agencies and their Participating Entities. A response to this solicitation is an offer to contract with the AEPA Member Agencies based upon the terms, conditions, and scope of work and specifications contained in this invitation. A solicitation does not become a contract unless and until it is accepted, recommended and approved by AEPA and awarded by the individual AEPA Member Agency. A contract is formed when an AEPA Member Agency administrator and, if required, an AEPA Member Agency Board approves and signs the Acceptance of Bid and Contract Award Form (see Form B) document, eliminating the need for a formal signing of a separate contract.

Assignment: No right or interest in this contract shall be assigned or transferred by the Vendor Partner without prior written permission by AEPA and its AEPA Member Agencies, and no delegation of any duty of the Vendor Partner shall be made without prior written permission by the AEPA Member Agency. AEPA and its AEPA Member Agencies shall not unreasonably withhold approval and shall notify the Vendor Partner within fifteen (15) days of receipt of written notice by the Vendor Partner.

Audit Rights: In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books and pertinent records related to this contract may be audited at a reasonable time and place.

Authority: This solicitation, as well as any resulting contract/agreement, is issued under the general authority of the State laws of the AEPA Member Agency and those identified within the AEPA Member Agencies' Specific Terms and Conditions, Part C, (see also Procurement Code below). Internal or external Cooperative Purchasing Agreements between the AEPA Member Agency and Participating Entities may exist.

Bid Opening: Bids shall be opened in the manner designated in this document. The name of each Bidder shall be posted to Public Purchase and the AEPA website.

Bid Security: For specific categories, there are AEPA Member Agencies that require that respondents to a bid submit a form of bid security executed by a surety company authorized to do business in the state of Nevada and said surety to be approved in federal circular 570 as published by the United States treasury department or the equivalent in cash or an irrevocable letter of credit from a FDIC or nationally recognized financial institution. The requirement for a bid security will be specified in Part B of the IFB. The bid security shall remain in force for a period of One Hundred Twenty (120) days of bid opening. Bid Security must accompany the Vendor Partner's bid response when submitted and uploaded with other bid documents to Public Purchase. If applicable, a hard copy of the bid security must be in the actual possession of AEPA at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 48328, on or prior to the exact due date and time mentioned in this bid. If the Bidder fails to submit the bid security, its response will be deemed non-responsive.

Bidder/Vendor Partner Definitions

Bidder, Offeror and Vendor Partner are interchangeable and are used to identify the person(s) or firm(s) submitting a response to an Invitation for Bid.

1. **Prospective Bidder:** has notified AEPA of a desire to bid by registering on the AEPA website. "Bidder" has submitted a bid to AEPA in response to an Invitation for Bid (IFB).
2. **Recommended Bidder:** has been approved by AEPA for its AEPA Member Agencies for contract consideration.
3. **Vendor Partner:** has entered into a contract with a participating AEPA Member Agency or subsequently a Participating Entity.

Bidder Acceptance Period: In order to allow AEPA Member Agencies the opportunity to evaluate the bids, AEPA requires that a bid in response to this solicitation be valid and irrevocable for one hundred twenty-days (120) after opening time and date.

Bonding: The Vendor Partner agrees to provide all performance and payment bonds executed by a surety company authorized to do business in the individual AEPA Member's state and said surety to be approved in federal circular 570 as published by the United States treasury department, the state or the local governing authority, in an amount equal to one hundred percent of the price specified in the contract; when required by an AEPA Member Agency or Participating Entity at the time a contract is executed. If the Vendor Partner fails to deliver any required performance or payment bonds, the AEPA Member Agency or Participating Entity shall not execute the contract with the Vendor Partner and the appropriate AEPA Oversight Committee shall be notified of such failure and shall take the appropriate action.

Brand Names: The use of the name of a manufacturer, brand, make or catalog number does not restrict the Bidder. Brand names and model numbers are used to indicate the character, quality and/or performance equivalence of the commodity on which bids are submitted. Bidders may submit alternates. However, the AEPA reserves the right to decide whether alternatives to the identified manufacturer and brand are in fact equal to the product, equipment and/or service described in the invitation. AEPA's decision shall be final.

Buyer: Identifies the AEPA Member Agencies and their Participating Entities that acquire and purchase commodities, supplies, materials, equipment and services under AEPA Member Agencies' awarded contracts.

Captions, Headings and Illustrations: The captions, illustrations, headings and subheadings in this solicitation are for convenience, enjoyment and ease of perusal only and in no way define, limit or describe the scope or intent of the request.

Certification: By signature in the bid section of the Contract Award page, the Bidder certifies: the submission of the bid did not involve collusion or other anti-competitive practices; the Bidder shall not discriminate against any employee, or applicant for employment in violation of Federal and State Laws (see Federal Executive Order 11246); the Bidder has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with the submitted bid; and the Bidder agrees to promote and offer to AEPA Member Agencies and Participating Entities only those materials and/or services as stated in and allowed under resultant contract(s) awarded.

Christian Doctrine: Any federal, state and local governing authority's/jurisdiction's statutes, codes, rules and regulations referenced and/or govern the products, services and activities relating to and are part of this solicitation, whether or not physically noted or included, shall be complied with and adhered to as required. It is sole responsibility of the Bidder to perform and complete any necessary research and investigation required to make themselves aware of and comply with this item.

Clarification: As used in this solicitation, clarification means communication with a Bidder for the sole purpose of eliminating minor irregularities, informalities or apparent clerical mistakes in the bid. It is achieved by explanation or substantiation, either in response to an inquiry by the AEPA Member Agency or as initiated by the Bidder. Clarification does not give the Bidder an opportunity to revise or modify its bid.

Commercially Available Catalog: A published paper catalog or an online website that is widely distributed or accessible. It is made available to the general public or schools and contains a verifiable price, along with product descriptions, SKU numbers, and photographs. A commercially available catalog is distinct from a custom catalog or website, whose prices and offerings are tailored to niche audiences.

Competitive Range: AEPA and its AEPA Member Agencies reserve the right to establish a competitive range of acceptable responses as part of the evaluation process as defined herein. Responses below the competitive range will be determined to be unacceptable and will not receive further consideration.

Contract Documents: AEPA Member Agency will review proposed contract documents. Vendor Partner's contract document shall not become part of AEPA Member Agency's contract with Vendor Partner unless and until an authorized representative of an AEPA Member Agency reviews and accepts it.

Construction: Each AEPA Member Agency within their state statutes defines what constitutes construction, identifies the policies, rules, regulations and codes that govern construction projects. AEPA has defined construction as building, altering, repairing, installing or demolishing in the ordinary course of business any road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewage, water, gas or other pipeline; transmission line; radio, television or other tower; water, oil or other storage tank; shaft, tunnel or other mining appurtenance; electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations. Construction shall also include: leveling or clearing land; excavating earth; drilling wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.

Cooperative Procurement: Some individual state procurement codes may contain cooperative purchasing statutes that state any state agency or local public body may either participate in, sponsor or administer a cooperative procurement agreement for the procurement of any services, construction or items of tangible personal property with any other state agency, local public body or external procurement unit in accordance with an agreement entered into and approved by the governing authority of each of the state agencies, local public bodies or external procurement units involved. The cooperative procurement agreement shall clearly specify the purpose of the agreement and the method by which the purpose will be accomplished. Any power exercised under a cooperative procurement agreement entered into pursuant to each state's procurement code shall be limited to the central purchasing authority common to the contracting parties, even though one or more of the contracting parties may be located in different states.

Cooperative Purchasing Contracts: The Bidder agrees that all the prices, terms, warranties and benefits granted by the Bidder to AEPA Member Agencies or Participating Entities through this contract **will be equal to or better than** those offered to any present or future customer or cooperative that have equal or lesser volume. If the Bidder shall, during the term of this Contract, enter into arrangements with any customer or cooperative providing greater benefits or terms that are more favorable, the Bidder shall notify the AEPA oversight committee chairman and offer said prices, terms, warranties and benefits to all AEPA Member Agencies. The following shall be noted:

1. AEPA and its AEPA Member Agencies reserves the right to accept or reject the Bidder's response if it is determined it does not comply with the above based on their knowledge, investigation review and findings of Bidders' submitted prices.
2. In the event the Vendor Partner offers lower prices to another customer or cooperative, AEPA and its AEPA Member Agencies shall notify the Vendor Partner of the deviation and request written justification. Based on AEPA and its AEPA Member Agencies' investigation, review and findings, AEPA reserves the right to take following actions: to request the Vendor Partner to immediately adjust its AEPA's offered prices to match the lower prices offered, to work with the Vendor Partner to mediate and resolve the situation; or to notify the Vendor Partner that it intends to suspend and/or terminate their contract.

Cost of Bid Preparation: Neither AEPA nor any AEPA Member Agency shall reimburse the cost of developing, presenting or providing any response to this solicitation.

Credit Hold: The Bidder must agree not to place the AEPA Member Agency and/or its Participating Entity on "credit hold" without 10-days advanced notice in writing, either by letter, facsimile or email to the AEPA Member Agency and the Participating Entity. The AEPA Member Agencies believes it is better for the Vendor Partner if the AEPA Member Agency places the slow-paying Agency Member on "credit hold;" if a Vendor Partner places the Participating Entity on credit hold, agencies that pay promptly are penalized. If, on the other hand, the Member Agency places the offending Participating Entity on "credit hold", payment is more likely to result and only the offender is disciplined.

Delivery Terms, Conditions and Requirements

1. **Delivery:** is to be made within the specified time identified in Part B Specifications for each bid category, unless otherwise stipulated in writing and accepted by all parties (Buyer placing order and Vendor Partner). The Vendor Partner agrees to notify Buyer if an order cannot be processed within the specified period and/or the agreed upon timelines.
2. **The title and risk of loss of material or service:** shall not pass to the Buyer purchasing the material or services until it actually receives the material or service at the point of delivery and they have been accepted, unless otherwise provided within this document or individual project's contract.
3. **Ownership of products and services:** happens only after receipt and acceptance of delivery by the Buyer. The Buyer will be the determining judge of whether materials and services delivered under the purchase order/contract satisfy the specifications and requirements as identified in the contract/order.
4. **Fungible Goods:** Title to an undivided share or quantity of an identified mass of fungible goods will not pass to a Buyer until a separation of the purchased share has been made, delivered and received.
5. **Shipping Terms:** See Part B Specifications to determine how the shipping and handling costs are to be addressed; this varies based on the specific bid category. Vendor Partner shall retain title and control of all goods until they are delivered and received. All risk of transportation and all related charges shall be the responsibility of the Vendor Partner. Shipping shall be F.O.B. destination. The Vendor Partner shall file all claims for visible or concealed damage. AEPA Member Agency, or the receiving Buyer, will notify the Vendor Partner and/or Freight Company promptly of any damaged goods and shall assist the freight company/Vendor Partner in arranging for inspection. No F.O.B. vessel, car or other vehicle terms will be accepted.
 - a. **Shipping Costs:** Products may be shipped without additional cost. If shipping is allowed per Part B Specifications and charged, the actual cost of delivery may be added to an invoice. No COD orders will be accepted.
 - b. **Shipment under Reservation:** Vendor Partner is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.
 - c. **Shipping Errors:** Vendor Partner agrees that shipping errors will be at the expense of the Vendor Partner. For example, if a Vendor Partner ships a product that was not ordered, it is the responsibility of the Vendor Partner to pay for return mail or shipment.
6. **Stored Materials:** Upon prior written agreement between Vendor Partner and Buyer, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Buyer prior to payment. Such materials must be stored and protected in a secure location, and be insured for their full value by Vendor Partner against loss and damage. Vendor Partner agrees to provide proof of coverage and/or addition of Buyer as an additional insured upon Buyer's request. Additionally, if stored offsite, the materials must also be clearly identified as property of Buyer and be separated from other materials. Buyer must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Buyer, it shall be Vendor Partner's responsibility to protect all materials and equipment. Vendor Partner warrants and guarantees that title for all work, materials and equipment shall pass to Buyer upon final acceptance. Payment for stored materials shall not constitute final acceptance of such materials.
7. **Improper delivery:** Unless contrary to other parts of this solicitation, if the goods, services or tender of delivery fail in any respect to conform and adhere to the terms, conditions, specifications of the resulting contract based on this solicitation and/or the individual Buyer's contract/order. The Buyer may reject the whole, accept the whole, or accept any commercial unit or units and reject the rest.

8. **Defective Goods:** Vendor Partner agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Vendor Partner must agree to arrange for return shipment of damaged goods.
9. **Liquidated Damages:** The Buyer may suffer financial loss if the project is not substantially complete or products or services are not delivered on the established date. The Vendor Partner (if applicable Surety) shall be liable for and shall pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is determined by Buyer to be complete and/or delivered. Liquidated damages will be determined on a project-by-project basis.
10. **No Replacement of Defective Tender:** Every tender of materials must fully comply with all provisions of this contract. If tender is made which does not fully conform, this shall constitute a breach and Vendor Partner shall not have the right to substitute a conforming tender without written consent of all parties involved.
11. **Default in One Installment to Constitute Total Breach:** Vendor Partner shall deliver conforming materials in each installment or lot of this contract and may not substitute nonconforming materials. The AEPA Member Agency reserves the right to declare a breach of contract if the Vendor Partner delivers nonconforming materials or services to any Buyer under this contract.
12. **Restocking Fees:** A restocking fee may only be charged on products ordered and that have been delivered to the Buyer's site in accordance with the order/contract. Restocking fees in excess of 15% will not be allowed. Restocking fees may be waived, at the option of the Vendor Partner. The Vendor Partner must identify, specify and justify any exceptions or deviations taken.

Deviations or Exceptions to Requirements: Deviations or exceptions stipulated in a Bidder's proposal may result in rendering of the response non-responsive. AEPA and its AEPA Member Agencies reserve the right to determine whether the deviation or exception does or does not serve the interest of or is not advantageous or acceptable to AEPA, its AEPA Member Agencies or Participating Entities.

Disbarment and Suspension: By signature accepting Terms and Conditions, it is certified on behalf of the company and their key employees that neither the company nor its key employees have been proposed for debarment, debarred, or suspended by any State or Federal Agency within the last five (5) years.

EDGAR Compliance: Vendors may be required to complete Education Department General Administrative Regulations (EDGAR) compliance certification. EDGAR regulations govern all federal grants awarded by the U. S. Department of Education on or after December 26, 2014.

Eligible Entities: The individual AEPA Member Agency's state procurement code and statutes provides for cooperative procurement and identifies those types of agencies, entities and organizations that are allowed to participate in and take advantage of cooperative procurement contracts solicited and approved by AEPA and awarded by AEPA Member Agencies. Therefore, depending on the individual state procurement codes and statutes federal agencies, state agencies, local public bodies and Non-Profit/Non-Public entities may be allowed to participate in and utilize AEPA solicited, approved and AEPA Member Agency awarded contracts.

Estimated Quantities: In Part B: Bid Specifications of this solicitation AEPA and AEPA Member Agencies' have indicated their anticipated volume for the products and services being solicited in this solicitation. It is anticipated that a considerable amount of activity will result from this solicitation; however, there is no guarantee of future order quantities due to the fact that this is an indefinite quantity contract. Usage depends on the actual needs of the AEPA Member Agencies, their Participating Entities and the marketing by the Vendor Partner.

Experience, Proven Track Record and Past Performance Information: has been determined by AEPA and its AEPA Member Agencies to be a major factor in considering if a Bidder possesses the ability, capacity and resources to acquire, manufacture, deliver, construct, install, services and support all of the procurement functions and activities involved in a national contract of this nature. AEPA and its AEPA Member Agencies reserves the right to

accept or reject an offer, if in its judgment, the Bidder failed to demonstrate the following: a proven track record in the products and services offered (qualifications, knowledge and background); is willing and able to deliver the proposed products and/or services to ninety (90%) percent of those participating AEPA Member Agencies identified in Part B: Specifications; and has provided relevant information regarding its actions under previously awarded contracts to schools, local, state, or federal agencies. It includes the Bidder's record of conforming to specifications and to standards of good workmanship; the Bidder's record of containing and forecasting costs on any previously performed cost reimbursable contract schedules, including the administrative aspects of performance; the Bidder's history for reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Bidder's businesslike concern for the interests of the customer.

External Procurement Unit: means any procurement organization not located in a current AEPA Member Agency state which, if located in the state, would qualify as a federal or state agency or a local public body. Various state procurement codes allow external procurement units to offer their contracts and for agencies within those states to utilize those contracts to acquire goods and services.

Federal Agency [25] USC 3001 (4): Is defined as any department, agency, or instrumentality of the United States, any executive department, military department, government corporation, government-controlled corporation, or other establishment in the executive branch of government, including the Executive Office of the President or any independent regulatory agency established through legislative and/or administrative action.

Federal Requirements: Vendor Partner agrees, when working on any federally assisted projects with more than \$2,000 in labor costs, to comply with the Contract Work Hours and Safety Standards Act (40 U.S.C. 327 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (Section 29, CFR Part 5), the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in the Department of Labor regulation (29 CFR part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor regulations (41 CFR Part 60)). In such projects, the Vendor Partner agrees to post wage rates at the work site and submit a copy of their payroll to the AEPA Member Agency for their files. In addition, to comply with the Copeland Act, the Vendor Partner must submit weekly payroll records to the AEPA Member Agency. The Vendor Partner must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to AEPA Member Agency that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor Partner. In projects that are not federally funded, Bidder must agree to meet any federal, state or local requirements, as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this contract. Vendor Partner shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et. Seq.); and, Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor be deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; blizzards; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. Force majeure shall not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours.

Form of Contract: The form of contract for this solicitation shall be the Invitation for Bid, the awarded Bidder response and properly issued purchase orders and/or contracts in accordance with this Invitation for Bid. If a firm submitting a bid requires AEPA Member Agency and/or Participating Entities to sign an additional contract, a copy of the proposed contract must be included with the bid.

Gratuities: AEPA Member Agency may, by written notice, cancel this contract if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor Partner or any agent or representative of the Vendor Partner, to any employee of the AEPA Member Agency with a view toward securing a contract or with respect to the performance of this contract. However, paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, shall not be prohibited by this paragraph. Samples of software, equipment, or hardware provided to the AEPA Member Agency for demonstration, evaluation, or loan purposes are not considered gratuities.

Indemnification: Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney's fees and/or litigation expenses, which might be brought or made against or incurred by, AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker's compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner's obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members, Participating Entities or its employees will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency's state laws. Installation: Equipment and items of construction shall be installed in accordance with the manufacturer's instructions, specifications, in accordance with any federal, state, local rules, regulations, codes and the schedule determined by the AEPA Member Agency and/or Participating Entity.

Insurance: Prior to executing a contract with the AEPA Member Agency or a Participating Entity under this solicitation, if required, the Vendor Partner shall procure, maintain and provide certification from insurer(s) for minimal coverage during the life of any resulting contract/agreement, to include but not limited to comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment and other insurance coverage required by and applicable to each AEPA Member Agency state's statutes and federal laws in which proposed products and services will be offered and provided. Evidence of the required insurance for each of those AEPA Member Agencies' state, who indicated an interest to participate in this solicitation, identified in Part B: Specifications by providing written evidence and/or documentation from your insurer(s) indicating your firm has in place the type and amount of coverage required by each of the states. The Bidder has the sole responsibility to conduct and perform the necessary research to make themselves aware of and to understand each states requirements.

1. **Certificate of Insurance:** The Vendor Partner shall provide, as required, a certificate of insurance for commercial liability insurance naming the AEPA Member Agency and or its Participating Entity as the certificate holder (co-insurer). All insurance policies are to be executed by an insurance company authorized to do business in those AEPA Member Agency's states participating in this solicitation.
2. **Subcontractor's Insurance:** Prior to commencing any work, any Subcontractor shall procure and maintain, at its own expense until final acceptance of the work, insurance coverage in a form and from insurers acceptable to the prime Vendor Partner. All Subcontractors shall hold the appropriate type and amount of insurance coverage required by the AEPA Member Agency state in which the work is being done and will provide insurance, which waives all subrogation rights against the prime Vendor Partner, AEPA Member Agency and its Participating Entities.

Invalid Term or Condition: If any term or condition of this solicitation and any resulting contract shall be held invalid or unenforceable, the remainder of this solicitation and any resulting contract shall not be affected and shall be valid and enforceable.

Late Bids: Late bids will not be accepted. All bids must be submitted online via Public Purchase by the due date and time of this IFB.

Leases and Rentals: Vendor Partner may allow AEPA Member Agency or Participating Entity to rent, lease or lease purchase. Buyer must receive a copy of the executed leasing documents prior to processing a purchase order. Vendor Partner agrees that leases will be in compliance with the Uniform Commercial Code and the Buyer's individual state laws. All terms of leasing must be included in the bid, with interest rates described as related to a published government standard. Vendor Partner must indicate in their response to this solicitation and in any leasing/rental agreement, all costs (must be itemized) associated with early termination and/or the returning of leased or rented equipment that are the responsibility of the Buyer. No sale of a contract to a third party will be made without informing the Buyer of the transfer. If Vendor Partner sells a lease contract to a third party, the cost of return of the product must not be greater than the cost of return to the original Vendor Partner.

Legal Remedies: All claims and controversies shall be subject to the Procurement Code of the state in which the AEPA Member Agency or Participating Entity resides.

Licenses and Registration: Each state and local jurisdictions in which a transaction may occur may require various types of licenses and/or registrations (business, construction Vendor Partner, etc). Likewise, there are various policies, procedures, rules, regulations, codes and laws that govern such licensing/registration within federal, state and local jurisdictions, therefore, it is the Bidder's/Vendor Partner's responsibility to be aware of, obtain and maintain in current status all federal, state and local licenses, registrations and bonds required for the performance and delivery of any and all products and services offered in its response to this solicitation. It is also the responsibility of the Bidder/Vendor Partner to ensure that any Subcontractors performing under this bid hold and maintain the appropriate licenses/registrations. The Bidder will submit copies of licenses, registration and/or other documentation to substantiate they hold the appropriate licenses/registration required by individual jurisdictions covered by this solicitation.

Liens: All materials and services shall be free of all liens.

Local Public Body: A political subdivision of the state and the agencies, instrumentalities and institutions thereof. Such agencies may include but are not limited to two-year and four-year post-secondary educational institutions, pre-k-12 institutions, counties, cities and municipalities, except as exempted pursuant to the Procurement Code within each state. Entities within these groups may include but are not limited to political subdivisions, administrative units, councils, commissions, boards and organizations that either by federal, state or local legislative or administrative action or appointment and have been established or given the responsibility and authority to act, conduct and perform various activities on behalf of the federal or state agency or local public body.

Manufacturer's Representative: Dealers, distributors and installers of specialized facility technology, electrical, mechanical systems and equipment, who, if permitted by the Scope of Work, submit an offer as a manufacturer's representative, must be able to provide documented evidence from and/or between it and the manufacturer certifying that the Bidder is a bona fide manufacturer's agent for the specific products/services proposed, the Bidder is authorized to submit an offer on such products/services, and a guarantee that, should the Bidder fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume and discharge such obligations covered by warranties or provide for their competent assumption by one or more bona fide representatives for the term of the contract/warranty period. Bidders of software, mechanical devices, electrical products/systems and other commodities that make up systems/networks must be able to provide the same information from a manufacturer.

Modification by Buyer: Vendor Partner shall have no obligation with respect to any patent and copyright infringement claim based upon Buyer's modification of the equipment and/or software, or its operation or use with

apparatus, data or programs not furnished by Vendor Partner. However, one Buyer's action will not preclude Vendor Partner's obligation to others not having modified their equipment or software.

Money: All transactions are payable in U.S. currency only. Multiple Approvals and Awards: Throughout the United States, AEPA Member Agencies have a large number of Participating Entities who take advantage of and utilize awarded contracts. In order to assure that any issued contract will allow these entities to fulfill current and future needs and requirements, AEPA and its AEPA Member Agencies reserve the right at its discretion to approve and/or award one contract, multiple contracts or no contracts. The actual use of any contract will be at the sole discretion of the AEPA Member Agency or the Participating Entity.

Nonexclusive Contract: Any contract resulting from this solicitation shall be approved and awarded with the understanding and agreement that it is for the sole convenience of the AEPA, its AEPA Member Agencies, their Participating Entities and they reserve the right to obtain like goods and services from another source.

Nonprofit, Non-Public Educational Institutions and other Nonprofit Organizations (Section 501(c)(3) of the Internal Revenue Code, Federal Tax Code): is defined as charitable, religious, educational, public service, support and scientific organizations, entities, corporations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code, or corresponding section of the Federal Tax Code.

Notice: Notices under this solicitation/contract will be in writing and will, for all purposes, be deemed to have been fully given when sent by registered or certified mail, return receipt requested, postage prepaid, email with appropriate verification, properly addressed to the respective parties as specified herein or at such other address as may be specified by either party from time to time.

Novation: If the original Vendor Partner sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. AEPA and its AEPA Member Agencies reserves the right to recommend approval, acceptance or rejection of the new party. A simple change of name agreement will not change the contractual obligations of the Vendor Partner.

Ordering Procedures: AEPA has established a standard and special ordering process as defined below. Additionally, some AEPA Member Agencies also prefer or utilize electronic ordering as the method for the transactions. For details on the ordering processes utilized for each AEPA Member Agency, please reference the Summary of State General Overview.

1. **Standard Ordering Process:** Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request; the vendor will also send a copy of their quote to the state AEPA Member Agency for all construction related bids. Buyer will prepare and issue a purchase order to the Vendor Partner based on the product catalog, pricelist or Vendor Partner's quote. Vendor Partner will deliver and invoice the Buyer; Buyer will acknowledge delivery and acceptance by issuing the Vendor Partner payment. Vendor Partner, based on the agreed to process, will report and submit payment for the AEPA Member Agency's administrative fee to the AEPA Member Agency (quarterly). Vendor Partner shall provide the transaction and volume reporting in the AEPA report format.
2. **Special Ordering Process:**
 - a. Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request;
 - b. Buyer will prepare and issue a purchase order to the AEPA Member Agency based on the product catalog, pricelist or Vendor Partner's quote;
 - c. Vendor Partner will deliver the goods and/or service to the Buyer and will invoice the AEPA Member Agency;
 - d. AEPA Member will invoice the Buyer and add their administrative fee to the invoice price;
 - e. AEPA Member will pay Vendor Partner for the goods and/or service once the Buyer has confirmed acceptance.
 - f. Vendor Partner shall provide the transaction and volume reporting as stipulated on a quarterly basis in the AEPA report format.

3. Electronic Ordering (Optional by AEPA Member Agency):

- a. When a Vendor Partner based online ordering system is available, the following functionality is preferred:
- b. Electronic ordering systems shall be secure and password protected. Entering the system with the designated password shall automatically send the user to AEPA contract pricing.
- c. When the Buyer requires purchase orders, electronic ordering system shall require entry of a purchase order number, credit card or purchasing card prior to accepting an order.
- d. Electronic ordering systems shall block excluded items not covered by the AEPA contract from any order.
- e. Electronic ordering systems shall automatically assign correct contract prices to applicable orders.
- f. Electronic ordering systems that list catalog price and AEPA discounted price.
- g. Electronic ordering systems shall track orders and purchases covered by the AEPA contract for reporting and audit purposes. Vendor Partner shall provide the transaction and volume reporting in the AEPA format.
- h. Electronic ordering systems' pricing shall include the AEPA Member Agencies administrative fee required by the AEPA Member Agencies.
- i. Electronic ordering systems that allow AEPA Member Agencies to print an archived (historical) copy of a Buyer's order.

Order of Precedence: In the event a conflict occurs the following order of precedence shall prevail:

1. Member Agency Specific terms and conditions
2. Specifications and scope of work
3. General terms and conditions
4. Attachments and exhibits
5. Documents referenced or included in the solicitation

Overcharges by Antitrust Violations: Member Agency maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Buyer. Therefore, to the extent permitted by law, the Vendor Partner hereby assigns to the Member Agency any and all claims for such overcharges as to the goods or services used to fulfill the contract.

Parole Evidence: This contract represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

Participating Entity: Those Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize the AEPA Member Agencies' Awarded Contracts.

Patent and Copyright Indemnification: To the extent permitted by law, Vendor Partner shall indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials furnished or work performed under this contract. Member Agency and its Participating Entities shall reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.

Piggy Back Contracts: In the event a new Member Agency joins AEPA, the Member Agency may elect to award any and all existing contracts if permissible by their State laws.

Prevailing Wage: Where applicable, the Vendor Partner must comply with prevailing wage legislation in effect in the jurisdiction of the awarding AEPA Member Agency.

Pricing: Within Part A: Bid Specifications and in the required forms, AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states, and that any differences in pricing are due to state specific installation and labor costs, AEPA Member Agency's Administrative Fee, etc. The Bidder must provide their pricing as requested utilizing the various pricing methodologies specified. **The Bidder/Vendor Partner must agree that they will not offer or provide a better price to any individual entities or cooperatives with equal or lesser volume than that through AEPA.** Please note the following that relate to pricing:

1. **Primary Pricing Strategies:** All Bidders will be required to submit "Primary Pricing" in the form of either "Catalog Pricing" or "Line-Item Pricing" or a combination of these two pricing strategies as defined in Part B, bid specifications. Bidders are also encouraged to offer OPTIONAL pricing strategies including "Hot List" and "Volume Discounts".
 - a. **Catalog Pricing:** Catalog pricing is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price, catalog price, published price or list price. The discounts may be for the entire commercially available catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder.
 - i. **Discounts:** Discount offers must clearly identify percent of discount to apply to a commercially available catalog, manufacturer, MSRP, retail or nationally published price lists. Bidders shall identify and stipulate if the discounts apply to the entire catalog/price list, specific product lines, manufacturers and/or categories of products. Bidder shall agree that there will be no reduction in discount(s) during the term of the contract.
 - ii. **New Catalogs/Price Changes:** New catalogs and corresponding nationally published price lists may be submitted throughout the term of the contract and shall be submitted to the AEPA Contract Oversight Committee for review prior to release to all AEPA Member Agencies. Prices may change based on manufacturer's price changes, new published pricing or price lists, but the original discount bid shall remain firm for the duration of the contract.
 - iii. **Core List:** In a Catalog Priced bid, a category (i.e. office supplies) may include a "core list" which contains a selection of the most commonly used products/services with the expectation that a deeper discount would be bid for these items. If a new catalog and price list is published during the contract term, the original discounts shall be applied to the new published prices to establish the AEPA price for these core items.
 - iv. **Product Addition/Discontinuation:** New products, within the same scope of work, may be added at the established percentage discounts at any time. Discontinued products may be dropped at any time during the year. In the event a Core item is discontinued by the manufacturer during the term of the contract, Vendor Partner is required to add a functionally equivalent substitute at the same discount structure.
 - b. **Line-Item Pricing:** Line-item pricing is utilized when products and/or services that are broken down in detail by element, component, product categories, product type and each product and/or service is presented as an individual item which needs to be combined with other items to make up a final project or solution. The Bidder offers firm pricing for specific line items in response to this bid; a project's cost is derived by the Vendor Partner preparing and providing a quote based on the project's terms, conditions and requirements based on the line item pricing provided in the bid. The information provided in this bid for each item includes: Product Category, Product Description, Manufacturer, Manufacturer SKU, Vendor SKU, Unit of Measure, Item List Price, AEPA Bid Price.
 - i. **Fixed prices:** Prices bid shall be firm until each anniversary date of contract, unless there is an occurrence of one or more economic price adjustment contingencies outlined in the bid. Fixed price offers shall include prices for any and all items.
 - ii. **Routine Price Adjustments (Without Economic Price Adjustment):** Vendors may request adjustments to the prices twice a year at the time of renewal at the AEPA Spring and Winter meetings. Vendor Partner's must submit a fully documented written request to the AEPA Contract Oversight Committee thirty (30) days prior to the AEPA meeting. The request must

- specifically detail and document the cause and/or reason for price changes and include any supporting documentation (manufacturer's letter, indexes, etc.). All price changes require approval by the AEPA Member Agencies.
- iii. **Unpredictable Economic Price Adjustment:** If economic price adjustment contingencies occur, Vendor Partner may submit a fully documented request (manufacturer's letter, indexes, etc.) for price adjustment to AEPA Contract Oversight Committee for review and approval by the committee and the AEPA Member Agencies. The documentation must substantiate the cause and/or reason for the requested price increase and demonstrate that it was unpredictable at the time of bid submittal and/or contract renewal and out of the Vendor Partner's control. Pricing will take effect thirty (30) days after approval and acceptance.
 - iv. **New Products/Services:** Vendor Partner may submit new products or technologies that are within the original scope of work for the bid, to be added to the contract pending review and approval of the AEPA Bid Oversight Committee and AEPA Membership. Requests should be submitted to the AEPA Contract Oversight Committee thirty (30) days prior to the AEPA Winter or Spring meeting.
- c. **Automated System for Pricing (ASP):** The method consisting of an ASP and/or software application (RSMeans, Gordian) that is self-contained and consists of a turn-key solution that includes a complete line-item listing of all of the products, supplies, materials, equipment, services, accessories and options with their description, specifications, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. The Bidder provides a percent of discount or fixed multiplier/factor to be applied to total project cost to allow for individual state conditions and requirements and to arrive at the AEPA price.
- d. **RSMeans (Construction Related Bids only):** It is important for Vendor Partners to breakout all costs (quantity and price) of all items listed under RS Means or an Alternative Pricing method. This includes all quoted items not on the approved AEPA bid submittal. The following are minimum requirements for using RSMeans for quoting projects to AEPA Member Agencies:
- i. The Contractors must use the current year and standard cost data. Only the following cost data titles will be excepted,
 - a. Building Construction Cost Data Book
 - b. Facilities Construction Cost Data
 - c. Facilities Maintenance & Repair Cost Data
 - d. Site Work & Landscape Cost Data Book
 - ii. All work proposed under RSMeans must use RSMeans format, even if subcontractors are used.
 - iii. An RSMeans spreadsheet must be submitted to substantiate the quote given to the AEPA Member Agency. The spreadsheet columns must reveal the full RSMeans number and a sufficient amount of the description. This also applies to change orders.
 - iv. Pricing must be done by Location codes. National Average will not be allowed. In order to choose the "closest" location code, the first three (3) numbers of the zip code will be used to determine the city location index in the AEPA Member Agency State.
 - v. The AEPA contract holder factor, bonding cost, AEPA discount and taxes if applicable must be shown as separate line items at the bottom of the RSMeans spreadsheet. This information can be shown on a separate summary sheet. The summary sheet must start with the RSMeans spreadsheet total and show the detail for each of the items stated above. This detail will be provided to that AEPA State Agency and the AEPA Buyer as required.
 - vi. All change orders which list items covered by RSMeans must be supported by an RSMeans spreadsheet.
- e. **Alternative Method of Costing:** This method covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and/or service due to the projects or applications specifications, conditions and /or requirements that need to be custom designed, developed, manufactured and/or produced to meet the requirements of an individual, project or sole source. The alternative pricing is calculated as follows:
- i. The Bidder must prepare, issue and receive three written quotes from available suppliers and select the supplier that offers the products and services that meet the stipulated requirements

and specifications and the most cost effective solution. All quotes must be made available upon request.

- ii. The Bidder must indicate the percent of overhead and /or markup as part of the their response to be added to these costs to obtain the normal and customary retail price.
- iii. The AEPA price is calculated by taking the product and services to cost to the Contractor plus the indicated percent of profit/overhead to equal the normal and customary retail price. The Contractor will then subtract the approved AEPA discount to obtain the AEPA price. Example: item cost \$1,000; percent of profit/overhead of 20% equals retail price of \$1,200; less the AEPA discount of 10% or \$120 equals the AEPA price of \$1,080.

2. **Secondary Pricing Methods (Catalog Bids only, see Part B for category designation):** Bidders are required to offer Customized Price Lists (Catalog Bids ONLY) and encouraged to offer Hot Lists and Volume Discounts as follows:

- a. **Customized Price List:** Bidders are required to offer customized price lists to Participating Entities for items within the Bidder's Commercially Available Catalog for Catalog Bids ONLY (not pertinent to Line Item Bids). Customized price lists shall be allowed under the following conditions:
 - i. Up to 100 items within the Vendor Partner's Commercially Available Catalog may be included on the customized price list providing they are not already on the Core Item list.
 - ii. Items are to be determined by the Participating Entity; Vendor Partner may object to up to ten (10) of the suggested items proposed by the customer and must offer substitutes until an agreement of the customized list is reached.
 - iii. Items on the customized price list shall be sold with an additional discount (deeper than what was originally bid on the non-core or catalog discount)
 - iv. Items may not include special order or customized service products unless agreed to by the Vendor Partner.
- b. **Hot List Pricing:** Bidders are invited, at their option, to offer a selection of products/services, defined as a Hot List, at greater discounts than those listed in the standard catalog or core list discounts. Special, time-limited reductions are permissible under the following conditions: The price reduction is available to all AEPA Member Agencies equally. The price reduction is for a specific time period, no less than thirty (30) days. May be used to discount and liquidate close-out and discontinued products/services as long as those items are clearly labeled as such. The original price for products/services is not exceeded after the time limit. The AEPA Oversight Committee and all AEPA Member Agencies shall be notified of any special or time limited price reduction. New prices must be on record fifteen (15) days prior to any offer of the new prices being proposed or offered to AEPA Member Agencies and Participating Entities. Pricing for all Hot List items must be updated on the Vendor Partner's online catalog and submitted to all AEPA Member Agencies in an electronic format that can be posted to websites, emailed and shared with Participating Entities/Buyers.
- c. **Volume Price Discounts:** Bidders are encouraged to offer additional pricing discounts that may be offered for a group of agencies in a local geographic area that desire to combine requirements (one time purchase or annual spend), i.e. local city, county, school district(s), etc. and/or for large one time purchases. Additional volume price discounts are permissible under the following conditions: Discounts should be tiered and based on spend ranges as established by the Bidder on the Pricing Forms. Volume determination shall be determined between the Vendor Partner and the individual Buyers on a case-by-case basis. All additional discounts are to be offered equally to all AEPA Member Agencies and Participating Entities and be based on the Volume Price Discounts originally bid providing the same or similar volume commitment, specific needs, terms and conditions, a similar time frame, seasonal considerations and provided the same manufacturer support is available to the Vendor Partner.

Prime Vendor Partner: For the purpose of this bid, a Vendor Partner will be considered a prime Vendor Partner and not a Subcontractor. Any Vendor Partner paid directly by the AEPA Member Agency or Participating Entity is a prime Vendor Partner; a Vendor Partner pays a Subcontractor. Prime Vendor Partners using Subcontractors are responsible for all actions of its Subcontractors.

Procurement Code: All Bidder/Vendor Partner's must make themselves aware of and comply with all federal, state, and local statutes and regulations.

Products and Services

1. **Product Line:** If applicable, contracts will be awarded to Bidders able to provide their complete product line(s) of commodities, supplies, equipment, software and services that meets the scope of work and specifications of this solicitation. Bidders with a published, priced catalog may submit their entire catalog; AEPA reserves the right to select or reject products within the catalog for recommendation without having to award all the contents.
2. **Serial Numbers:** Bids must be for equipment on which the original manufacturer's serial number has not been altered in any way.
3. **Current Products:** All bids shall be for commodities, supplies, equipment, supplies and software in current production; meet or exceed commercial and industry standards; and marketed and provided nationally to the general public and/or educational/governmental agencies.
4. **Construction Products and/or Services:** are associated with building, erecting, altering, repairing, installing or demolishing in the ordinary course of business any: (1) road, highway, bridge, parking area or related project; (2) building, stadium or other structure; (3) airport, subway or similar facility; (4) park, trail, athletic field, golf course or similar facility; (5) dam, reservoir, canal, ditch or similar facility; (6) sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; (7) radio, television or other tower; (8) shaft, tunnel or other mining appurtenance; (9) electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; (10) air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations; (11) leveling or clearing land; (12) excavating earth; (13) drilling, wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.
5. **Services:** are defined as the furnishing of labor, time or effort by a Vendor Partner not involving the delivery of a specific tangible product other than reports and other materials which are merely incidental to the required performance.
6. **Professional Services:** Services relating to architects, archeologists, engineers, surveyors, landscape architects, medical arts practitioners, scientists, management and systems analysts, certified public accountants, registered public accountants, lawyers, psychologists, planners, researchers, educational specialist, construction managers and other persons or businesses providing similar professional services, which may be designated as part of this solicitation.
7. **Peripheral & Optional Items:** Bidder can include various peripheral products, equipment, accessories, services, deliverables and related items that are associated with and function with the primary offering. Optional equipment or products may be added to the contract during the term of the contract. AEPA reserves the right to accept or reject such offerings under the following conditions: the enhancement is recommended by AEPA and approved by the Member Agency; the option is priced at a discount similar to other options; and the option is an enhancement to the unit.
8. **Descriptive Literature and Brand Names:** All bids are to include a complete set of the manufacturer's descriptive literature regarding the commodities, supplies, materials, equipment and software offered. Brand names, trade names and/or catalog numbers used in the solicitation will be intended to describe and identify the type, level and quality of products, equipment and software being requested.
9. **Discontinued Products:** If a product or model is discontinued by the manufacturer, Vendor Partner may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
10. **Product Specifications:** This solicitation is designed to enable a Bidder to satisfy a requirement for a commodity, supply, material, equipment, software, process, or service. A specification may be expressed as a standard, a part of a standard, or independent of a standard; by specifying a manufacturer's brand and model. No specification is intended to unnecessarily limit competition by eliminating items capable of satisfactorily and/or meeting the actual needs of the procurement. When a brand name product is specified and is only available for a single source, Bidders are encouraged to offer alternative products which they believe to adhere to and comply materially, functionally and operationally equal to or better than the brand name product specified. Any Bidder believing a specification is unnecessarily restrictive, shall indicate such

in the form of a question during the solicitation process and prior to bid due date. The fact that a manufacturer or supplier chooses not to produce or supply the commodity, supply, material, equipment, software or services to meet these specifications will not be considered sufficient cause to adjudge these specifications as restrictive. If the Bidder deviates from these specifications, reasons must be stated for such deviation and state why, in their opinion, the commodity, supply, material, equipment, software or services they bid will render equivalent reliability, coverage, performance and/or service. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire bid.

11. **Quality:** Unless otherwise modified elsewhere in this solicitation, Vendor Partner warrants the commodities, supplies, materials, equipment, and services delivered as stipulated in the Buyer's purchase order/contract, shall be: of a quality to pass without objection in the industry and professional standards normally associated with them; fit for the intended purpose(s) for which they are used; of even kind, quantity and quality within each unit and among all units, within the variations permitted by the contract; adequately offered, presented, delivered, accomplished and complete as the contract may require; and conform to the written promises and/or oral affirmations of fact made by Vendor Partner.

Product Information | Catalogs | Price Lists: Bidders shall include an electronic copy of the latest edition of the commercially available catalog and price lists that the discount will be applied to with the bid response. Throughout the term of the contract, Vendor Partner(s) shall furnish all AEPA Member Agencies and their Participating Entities with copies of approved commercially available catalogs and price lists in the format desired (electronic, paper, online shopping cart, etc.).

Progress Payments: Progress payments are allowed on purchases for goods and services under the following conditions: The Buyer and the Vendor Partner agree to the terms of the progress payments prior to issuing a purchase order; the purchase order describes the amounts to be paid and the date of payment; the Buyer has a satisfactory method of verifying progress described in writing in a letter or on the purchase order; that payments will only be made when actual goods and/or services are verified/received; and that any such payments be made in full compliance of Buyer's local board rules and any and all other applicable state rules and regulations.

Protests: Under this public procurement and AEPA's Solicitation, any Bidder who is aggrieved in connection with this procurement, can file a protest in accordance with (1) AEPA's Solicitation Document; (2) AEPA's Policies and Procedures; and (3) AEPA Member Agency's State Procurement Code and Board Policies. Venue for any and all legal actions regarding or arising out of the transactions covered herein shall be solely in the court of jurisdiction located in the state and county of the AEPA Member Agency and will govern any resulting transactions.

1. **Procurement Phases:** AEPA's solicitation process is broken down into three (3) phases. Any Bidder who is aggrieved in connection with any of the three (3) procurement/solicitation phases listed below and/or any functions or activities associated with each shall file their protest with the AEPA representative indicated below.
 - a. **Bid Due Date:** The preparation and contents of the solicitation, its terms, conditions and specifications, the notification, distribution of solicitation documents and addendums (date published through the bid due date and time).
 - b. **AEPA Approval:** The receiving, opening, recording, evaluating, recommending and approving Bidders to be considered for AEPA approval and/or actions relating to contract renewal and extension. (Date received and opened through date of individual contract award and future renewals).
 - c. **Contract Award:** The awarding, implementing and administering of resulting contracts and the disclosure of confidential data. (Date individual contracts awarded by AEPA Member Agencies or 120 days from AEPA approval).
2. **Protest contents:** Protests shall be in writing and must be filed with the appropriate AEPA represented below. A protest must include:
 - a. The name, address and telephone number of the protester;
 - b. The original signature of the protester or its representative;
 - c. Identification of the procurement function and/or contract activity with the solicitation or the contract number;
 - d. A detailed statement of the factual grounds or legal basis for the protest;

- e. Supporting exhibits, evidence or documents to substantiate any claim unless not available within the filing time, in which case, the expected availability date shall be indicated; and
 - f. The form of relief requested.
3. **Protest Submittal:** Protester shall submit the bid protest in accordance with the requirements of the above three (3) procurement functions immediately or within ten (10) days of the date the protester knows or should have known the basis of the protest per the following:
- a. **Bid Due Date:** Knows or should have known the basis of the protest upon the bid due date or ten (10) days after the bid due date, send protest to Bid Question Coordinator (aepa-bids@googlegroups.org).
 - b. **AEPA Approval:** Knows or should have known the basis of the protest upon notification from AEPA of the bid category approval, send protest to AEPA President (aepa-president@googlegroups.org).
 - c. **Contract Award:** Knows or should have known the basis of the protest or ten days after the notification from the AEPA Member Agency award, send protest to Individual AEPA Member Agency; see AEPA Member Agency information sheet.
4. **Protest Resolution:** Protest shall be resolved, in accordance with AEPA's Board Policies, Procedures and/or the appropriate state statutes where the AEPA Member resides. It is the intent of AEPA that all bid protest decisions from the point a bid has been published through contract approval or rejection, will be resolved by AEPA. Bid protests concerning contract award by AEPA Member Agencies will be resolved by the respective AEPA Member Agency.
5. **Protest Costs:** The losing party to the protest shall be responsible for the reasonable and justifiable costs of the protest. The protest costs shall be based on the costs and expenses incurred by the AEPA and its Member Agencies, including but not limited to staff salaries, attorneys' fees, hearing, reproduction, transcription and travel costs.

Provisions Required by Law: By submitting a response to this solicitation, bidders are acknowledging they have conducted and performed the required research to make themselves aware and knowledgeable of all federal, state and local laws/statutes that are referenced herein, may pertain to and/or govern the procurement activities and transactions covered by this bid. These provisions of law and any clause required by law that is associated with and relates to this bid and any resulting contract will be read and enforced as though it were included herein.

Public Purchase: An easy-to-use platform that provides Bidders with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time stamped and logged as part of the solicitation process.

Public Record: All bids submitted to this invitation shall become the property of the AEPA and will become a matter of public record, available for review, subsequent to the bid due date. Bids may be viewed, by appointment only, at the Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 48328, under the supervision of the AEPA Executive Director or his designee, from 8:30 a.m. to 3:30 p.m., Monday through Friday. Within fifteen days, the Bid Receipt Summary Report will be posted to Public Purchase and the AEPA website (www.aepacoop.org).

Questions: Inquiries and questions related to this solicitation, must be submitted online in Public Purchase per IFB and be submitted as follows:

1. From the time the solicitation is published until the deadline for questions for Bidders, questions should be submitted online via Public Purchase.
2. From the time bids are opened but prior to the approval of the contract by AEPA, questions should be submitted to aepa-bids@googlegroups.org.
3. After notification of AEPA contract approval, questions should be submitted via email to aepa-president@googlegroups.org.
4. Once a contract has been awarded by an individual AEPA Member Agency any inquiries and questions relating to contract implementation, execution, transactions and/or concerns/issues occurring within that state should be addressed to the individual AEPA Member Agency.

All other inquiries and questions should be addressed and submitted to the AEPA President by email at aepa-president@googlegroups.org.

Reporting: Vendor Partners are required to submit quarterly detailed sales reports to all AEPA Member Agencies. Access to reports will be granted after contract approval. If there are no sales, \$0 reports are required.

Right to Assurance: Whenever one party to this contract in good faith has reason to question the other party's intent to perform, he/she may demand that the other party give a written assurance of this intent to perform. In the event that a demand is made and no written assurance is given within ten (10) days, the demanding party may treat this failure as an anticipatory repudiation of the contract.

Right to Request Additional Information: AEPA, and its respective bid representatives, reserves the right to request any additional information during the procurement process that might be deemed necessary to better understand the submitted bid response including, but not limited to, clarifying questions. Bidders may be requested to submit such answers in writing but will not be allowed to change or alter their bid.

Safety Measures: Vendor Partners shall take all necessary precautions for the safety of employees on the worksite, and shall erect and properly maintain at all times, as required by job conditions and progress of the work, all necessary safeguards for the protection of the workers and public. They shall post danger-warning signs against the hazards created by their operation and work in progress. Proper precautions shall be taken pursuant to state law and standard construction practices in order to protect workers, the general public and existing structures from injury or damage.

Safety Standards: All items supplied on this contract shall comply with the current applicable Occupational Safety and Health Standards, the National Electric Code, and the National Fire Protection Association Standards.

Severability: The provisions of this contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract that may remain in effect without the invalid provision or application.

Substance Use & Conduct: All Vendor Partners and Subcontractors must adhere to local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on AEPA Member Agencies and Participating Entities premises.

State Agency: means any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution or official of the executive, legislative or judicial branch of the government of this state.

Survival: All applicable software license agreements, warranties or service agreements that were entered into between Vendor Partner and Buyer under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Vendor Partner shall survive expiration or termination of the Contract.

Suspension or Debarment Status: If within the past five (5) years, any Bidder has been barred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state or local government, the Bidder must include a letter with its response or bid setting forth the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the bid section, the Bidder certifies that no current suspension or debarment exists.

Tare: If the Vendor Partner requires the Buyer to pay for shipping, the weight of the empty container and any material used for packing shall be of the lightest weight practical for safe delivery of the contents.

Taxes: Different jurisdictions taxing authorities have different tax laws, rules, regulations and processes, therefore, prices offered will not include applicable federal, state and local taxes. All applicable taxes must be listed as a separate item on all cost proposals, invoices.

Term of Contract and Extensions: The initial term of the contract shall be for up to fifteen (15) months and will commence on the date as indicated by each Participating Member Agency on the Acceptance of Bid and Contract Award (Form B). The contract shall continue in accordance with the dates stipulated in the Bid and Timeline schedule located in Part A of this bid unless terminated, cancelled or extended. By mutual written agreement, the contract may be extended for three additional 12-month periods, ending on the last day of February. AEPA may choose to recommend the contract extension. If so recommended, an individual Member Agency may choose, at their sole discretion, to extend the contract. In the event AEPA does not recommend or approve a contract extension, a Member Agency reserves the right to offer month-by-month extensions not to exceed six (6) months until a new contract is awarded by that Member Agency.

Termination by Non-Approval of AEPA: AEPA Member Agencies on annual basis assess, evaluate and review existing AEPA vendors to determine if the organization as a whole desire to extend its approval of those vendors. If an existing AEPA vendor's approval is not extended for an additional term, the AEPA Member Agencies can not extend the dis-approved vendor's contract. (See Term of Contract and Extensions)

Termination by AEPA Member Agency: An AEPA Member Agency may cancel any contract secured by the solicitation without any further obligation if any person significantly involved in initiating, negotiating, securing, drafting, or creating the contract on behalf of the AEPA Member Agency is or becomes, at any time while the contract or any extensions of the contract is in effect, an employee of, or a consultant to any other party to this contract with respect to the subject matter of the contract. Such cancellation shall be effective when the parties to this contract receive written notice from the AEPA Member Agency unless the notice specifies a later time. Cancellation by one AEPA Member Agency does not require other Agencies to cancel their contracts.

Termination for Convenience: AEPA Member Agency reserves the right to immediately terminate this contract, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," shall not accept any new orders after the termination date specified in the notice. Any termination shall have no effect on projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner shall be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this IFB if the Vendor Partner files for bankruptcy protection, or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the bid). Any termination shall have no effect on projects that are in progress at the time the cancellation is received by the AEPA Member Agency.

Termination for Default: If either party is in default under this contract, it shall have an opportunity to cure the default within the time indicated (ten business days in most states) after it is given written notice of default by the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party shall have ten business days to provide a satisfactory response to the AEPA Member Agency. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement shall not constitute a waiver of any of the parties' rights hereunder. The AEPA Member Agency reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Vendor Partner, or if the Vendor Partner fails to comply with any contract terms and conditions, or fails to provide the AEPA Member Agency, upon request, with adequate assurances of future performance. In the event of termination for cause, the AEPA Member Agency shall not be liable to the Vendor Partner for any amount for supplies or services not accepted, and the Vendor Partner shall be liable to the AEPA Member Agency or any Participating

Entity for any and all rights and remedies provided by law. If it is determined that the AEPA Member Agency improperly terminated this contract for default, such termination shall be deemed a termination for convenience. The AEPA Member Agency will issue written notice to the Vendor Partner for acting or failing to act in any of the following:

1. The Vendor Partner provides material that does not meet the specifications of the contract;
2. The Vendor Partner fails to adequately perform the services set forth in the specifications of the contract;
3. The Vendor Partner fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Vendor Partner fails to make progress in the performance of the contract and/or gives the AEPA Member Agency reason to believe that the Vendor Partner will not or cannot perform to the requirements of the contract;
2. The Vendor Partner fails to extend lower pricing that has been offered to another customer or cooperative that have equal or lesser volume.
3. The Vendor Partner fails to observe any of the terms and conditions of the contract;
4. The Vendor Partner fails to follow the established procedure for purchase orders, invoices and receipt of funds as stipulated by the AEPA Member Agency.

Termination for Non-Appropriation: Any individual Buyer's procurement/contract covered by this bid and executed in accordance with resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of court order, or because of insufficient appropriations made available to the Buyer's governing board and/or its State Legislature. Such termination will be effected by sending fifteen (15) days written notice to the Vendor Partner. The Buyer's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Vendor Partner and shall be final.

Title and Risk of Loss: The title and risk of loss of material or service shall not pass to the Buyer purchasing the material or services until it actually receives the material or service at the point of delivery, unless otherwise provided within this document.

Trade-in Equipment: Equipment for trade-in shall be dismantled by the Vendor Partner and removed at its expense. The conditions of the trade-in equipment at the time it is turned over to the Vendor Partner shall be the same as when the original agreement was made, except as affected by normal wear and tear from use between the time of the bid and the trade-in. Values placed on trade-in products are between the Buyer purchasing the new unit and the Vendor Partner.

Type of Bids: Due to the various types, kinds and levels of products and services solicited by AEPA in its IFBs; the various pricing methodologies and/or methods utilized and offered to price the various products and services offered; and the type of contracts that results from any one of AEPA's/bids, AEPA has established the following two (2) types of bids.

1. **Catalog Bid:** A catalog bid is utilized when the products and /or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Catalog for specific products, product lines, manufacturers or category of products as determined by the Bidder. See the Pricing section for detailed information on Catalog pricing.
2. **Line Item Bid:** A Line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variable and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solutions' cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See the Pricing section for detailed information on Line-Item pricing.

Vendor Partner: Bidder who has been approved and awarded a contract for the delivery of construction, tangible personal property, supplies, or services in response to this IFB.

Vendor Partner Contact: Vendor Partner will designate one individual who will represent them to the AEPA, its AEPA Member Agencies during the contract period. This contact person will correspond with each AEPA Member Agency for technical assistance, problems, or questions that may arise. If other staff, distributors and/or independent Vendor Partners will be performing the sales or support functions for different geographical areas (states), Vendor Partner shall include instructions and contact information that can be distributed to AEPA Member Agencies upon approval of this bid.

Warranty: Vendor Partner warrants that all commodities, supplies, materials, equipment, software and service delivered under this contract shall conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum 12-month manufacturer's warranty that includes parts and labor unless otherwise specified and agreed to. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If, upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract.



Invitation for Bid

AEPA #019-B Custodial Supplies & Equipment

This IFB Does Not Require a Bid Security.

Part B – Specifications

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1. Scope of Bid

AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials equipment and labor to all participating member states (up to 27) necessary to:

- a. Respond to request from a number of different types of educational, governmental and public institutions seeking Custodial Supplies and Equipment.
- b. These items will include but are not limited to: custodial supplies (floor care and cleaning products) and custodial equipment (vacuums, scrubbers, etc.).

2. Type of Bid

This bid is considered a:

YES	NO	TYPE OF BID
X		CATALOG: A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder. See Pricing section for detailed information on Catalog Pricing.
		LINE ITEM: A line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solution's cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See Pricing section for detailed information on Line-Item Pricing.

3. Anticipated AEPA Member Agency Participation

State	Participate? Yes/No/ Undecided	Other States Member Sells In	Est. 1 st Year Purchase Volume	% Growth for Year 2-4
California	Yes	AZ,NV	\$100,000	5%
Colorado	Yes		\$25,000	2%
Connecticut	Yes	MA,ME,NH, NY, RI,VT	\$50,000	10%
Florida	Yes	AL,GA	\$50,000	5%
Illinois	Yes		\$50,000	
Indiana	Yes		\$340,000	3%
Iowa	Yes	IL,SD	\$25,000	2%
Kansas	Yes	OK	\$250,000	3%
Kentucky	Yes	AL,GA,LA,MS, NC,SC,TN,WV	\$25,000	5%
Massachusetts	Yes		\$20,000	3%
Michigan	Yes		\$150,000	3%
Minnesota	Yes	SD	\$250,000	5%
Missouri	Yes	AR,IL,LA,SD		
Montana	Yes	ID	\$50,000	5%
Nebraska	Yes		\$25,000	2%
New Jersey	No			
New Mexico	Yes		\$200,000	3%
North Dakota	Yes		\$100,000	5%
Ohio	Yes		\$175,000	4%
Oregon	Yes		\$20,000	5%
Pennsylvania	No	DE,HA, MD,NY,		
Texas	Yes		\$100,000	10%
Virginia	Yes		\$250,000	5%
Washington	No	AK,ID		
West Virginia				
Wisconsin	Yes		\$120,000	10%
Wyoming	Yes	SD,UT	\$50,000	5%
Total	22		\$2,425,000	5%

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA's recommendation for acceptance and bid award. The AEPA Member Agency's contracting decision shall be final.

The above information relating to the estimated/projected volume for the first year for this solicitation is provided based on submittals from its members. AEPA Member Agencies anticipate that purchase

volumes will increase in contract years two (2) through four (4). This information is provided as an aid to Bidders in preparing responses only. It is not to be considered a guarantee of volume under this IFB. The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

4. Glossary of Terms and Abbreviations

Abbreviations and Acronyms for Standards and Regulations: Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the following list. Names, telephone numbers, and websites are subject to change and are believed to be accurate and up-to-date as of the date of the contract documents.

- ASTM American Society for Testing and Materials (877) 909-2786, www.astm.org
- EPA Environmental Protection Agency, www.epa.gov
- FIFRA Federal Insecticide, Fungicide and Rodenticide Act, <https://www.epa.gov/laws-regulations/summary-federal-insecticide-fungicide-and-rodenticide-act>
- HEPA High-Efficiency Particulate Air
- JIT "Just-In-Time" production strategy used by many manufacturers. Affects scheduling, inventory and directory.
- OSHA Occupational Safety and Health Administration
- SDS Safety Data Sheet
- RPM Rotations Per Minute
- UL Underwriters Laboratories, www.ul.com
- VCT Vinyl Composition Tile

5. Special Terms and Conditions

The Vendor Partner will:

- 5.1 Warranty all parts and materials for at least 90 days from date of purchase or manufactures' warranty, whichever is longer.
- 5.2 Endeavor to supply products that are made in the United States of America.
- 5.3 Provide information related to average inventory dollars in stock, shipping locations, shipping time, number and types of delivery vehicles, and standard means of delivery. Vendor will indicate what delivery methods their company is able to provide, in addition to same or next day deliveries for special or emergency needs.
- 5.4 Indicate which of the following ordering options are available through their company: telephone orders, customized e-mail ordering, internet ordering, other.
- 5.5 Demonstrate that it possesses the necessary resources to and agrees to provide a comprehensive implementation, training and support program on the operation and use of the custodial program as applicable. The services offered must be appropriate and adequate to ensure a successful program.
- 5.6 Be solely responsible for doing the necessary research to ascertain that its solution meets or exceeds all federal, state and local regulations, rules, standards and requirements relating to providing custodial products.
- 5.7 All products must be UL, EPA, and OSHA approved, where applicable. Products should be Green Seal Certified or have independent lab tests that prove the chemicals meet Green Seal Standards. All testing and documentation will be at the Vendors expense. Vendor should furnish applicable test data and descriptive literature for all products.
- 5.8 Respond to problems within forty-eight (48) hours of notification and notify the applicable Member Agency of all problems and resolutions.

6. Standard Specifications

Item	Description
6.1	The Vendor Partner will have access to a full inventory of the awarded product line.
6.2	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95% or above. Line items that are reordered, backordered, or partially filled are not considered filled line items

Item	Description
	when calculating this service level.
6.3	Orders must be shipped within 48 hours after receipt of an order 90% of the time. The Vendor Partner will notify the Buyer if product ordered cannot be shipped within this time period to provide the opportunity to secure product elsewhere.
6.4	Vendor Partners must be a manufacturer's authorized sales and service dealer for all proposed equipment/software. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for resell directly from the manufacturer(s) or the manufacturer's approved channels. Products that result from new authorized sales and service dealer arrangements between the Vendor Partner and the manufacturer during the term of this contract may be added and offered through the AEPA contract.
6.5	All charges and components necessary for performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
6.6	If the Vendor Partner intends to utilize independent agents/distributors, subcontractors and/or third-party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partner must identify all providers and any and all associated costs with these providers.
6.7	Optional services must be identified separately, and must include clear descriptions of proposed services.
6.8	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies (where applicable) with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.
6.9	Vendor Partners must be able to supply paper catalogs where requested. The catalog shall have a cover label indicating that the catalog's contents are available through the participating Member Agency and the AEPA contract. The label shall identify the agency's contract number, discount level(s) and any special ordering instructions.
6.10	Packing slips shall accompany all deliveries and shall contain Buyer's purchase order number, vendor name and name of article. Cartons shall be identified by purchase order number and vendor name.
6.11	Orders not filled and partials shall be indicated on the packing list. Vendor Partner shall inform member of anticipated availability date for unfilled and partial orders.
6.12	All products sold by the Vendor Partner must be new. Only the newest versions of software and equipment will be bid. Older versions will only be sold, if specifically requested. Vendor Partner may offer reconditioned products as a Voluntary Alternate; such items shall be marketed and labeled as being reconditioned.
6.13	Products that have a 30/60/90 day money back guarantee will be clearly identified in the catalog and on the web site (if applicable).
6.14	Vendor Partner has the option to offer private label products. Vendor Partner shall maintain the same manufacturer specifications for private label products throughout the term of contract. Any change of manufacturers for a private label shall result in offerings equal to or superior to the originally approved manufacturer at a price equal to or lower than the original offering.
6.15	Vendor Partner must maintain a toll free technical support line open 8 a.m. Eastern Time zone until 5 p.m., Pacific Time zone, Monday through Friday. Calls must be answered by a live US technician.
6.16	Vendor Partner must have 24-hour toll-free order capability.
6.17	If the Vendor Partner makes an error in pricing (typographical or photographic error, for example), the Buyer reserves the right to return the product. The Vendor Partner agrees to pay for cost of any returned product due to a pricing error.
6.18	Vendor Partner shall provide a Safety Data Sheet (SDS) for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made.
6.19	Orders that are \$50.00 or more shall include free shipping, unless clearly noted otherwise in the bid response. Vendor Partner shall bid a flat rate for all orders that are less than \$50.00 regardless of where to be shipped in the continental United States.

7. sProduct | Category Specific Specifications

Item	Description
7.1.1	All product lines must meet or exceed all standards set by the National Consumer Protection Agency, Underwriters Laboratory, Environmental Protection Agency, and the National Association of Hardware Retailers.
7.1.2	All product labels shall be in full compliance with applicable OSHA laws. For products that are purchased in large drums or containers for use in smaller containers, sufficient secondary product labels for each item sold must be provided to the buyer at no additional cost. Secondary labels must be suitable for application and use on member's gallon bottles, spray bottles, or other bottles that are commonly used by custodians. The labels must be resistant to deterioration by contact with water or chemicals. All secondary labels shall have the information necessary for full compliance with applicable OSHA Hazard Communication Standards.
7.1.3	The following products must be approved and so labeled by Underwriters Laboratories (UL) for slip resistance: non-buffing type seal-finish water emulsion floor sealer; waterborne epoxy wood floor finish; dust mop treatment; detergent, germicidal, and quaternary ammonium floor cleaners; all-purpose cleaners; all-purpose neutral cleaner; high gloss restorer; water emulsion type floor finish; detergent resistant water emulsion type floor finish; 100% #1 prime carnauba water emulsion type floor wax.
7.1.4	The following products must be able to be used without dilution: non-buffing type seal-finish water emulsion floor sealer for terrazzo, ceramic tile, concrete and marble; waterborne epoxy wood floor finish; dust mop treatment mineral oils; detergent resistant water emulsion type floor finish; 100% #1 prime carnauba water emulsion type floor wax.
7.1.5	All containers of chemicals sold must have a firmly secured label with instructions for use. On containers over one gallon in size, a batch sticker must be attached.
7.1.6	All floor care products must be supplied in new, factory-sealed containers.
7.1.7	The Bidder must provide proof that the products offered have been in use at educational, municipal, state or other governmental agencies for at least two years. In response to Part C (Bid Forms), Form D, References section of the IFB, list the names, telephone numbers and contact persons of three or more agencies that have successfully used the floor care chemicals offered on this contract.
7.1.8	Chemical offered through this contract must meet applicable federal and state Clean Air Requirements, have a lead content below .06%, be stable when stored at room temperatures, and be registered with the proper state and federal agencies, and carry such registration numbers as required by law.
7.1.9	Product offering must include products with the Green Seal or equivalent rating.
7.1.10	Just-In-Time (JIT) delivery services shall be made available to interested members. The JIT method should assist members with existing inventory analysis and classifications, material usages and forecasting, inventory control, valuation and count. Bidders must provide detailed information as to how the JIT delivery system will function within this contract, exactly what these services would cover and what the average JIT delivery time would be after the receipt of an order.

Product | Minimum Requirements: Custodial Supplies

Please note: Each line shall include, but not be limited to, the items listed.

Item	Description
7.2.1	<p>Floor Care Products (Industrial Use):</p> <ul style="list-style-type: none"> a. Non-buffing type seal-finish water emulsion floor sealer shall be of one grade and uniform concentration. The nonvolatile matter shall be measured between 22 and 23% when tested by applicable ASTM standards; pH value shall range between 8.5 and 9.5 when tested in accordance with applicable ASTM standards. b. Two-part water-based epoxy wood floor finish must be-compatible over a wide variety of conventional solvent-based epoxies and oil-modified urethanes. Product must be dry to the touch within 2 hours and be tack free within 24 hours. Product shall be certified that it is resistant to water, oil, gasoline, isopropyl alcohol, turpentine, and soda. c. One-part clear epoxy surface-type finish for wood gymnasium floors shall be of one type and uniform concentration. When used, the product must produce a glossy, hard, abrasive and water-resistant finish that readily bonds to suitable substrates without blistering or peeling. The nonvolatile matter shall be 38% minimum. The product must be dry to the touch within 3

Item	Description
	<p>hours and be tack free in 24 hours. Product shall be certified that it is resistant to water, oil, gasoline, isopropyl alcohol, turpentine, soda and alcoholic beverages.</p> <p>d. Dust mop treatment shall be one grade of mineral oil and contain no banned hydrocarbons or other banned chemicals. If retained in the original container, the treatment must not show separation, creaming, or gelling when stored at room temperature. The mixture shall contain no water or wax nor shall it discolor white vinyl tile.</p> <p>e. Detergent, germicidal, and quaternary ammonium floor cleaners shall contain synthetic detergents suitable for use on all surfaces normally cleaned with water. Products offered must not contain any peroxides, mercury, iodine, phenol compounds or materials that will release such compounds when diluted in accordance with instructions. Product shall provide bacteriological and germicidal activity against, but not limited to, the following: Pseudomonas aeruginosa, e. coli, staphylococci, bacteria and other infectious diseases.</p> <p>f. Extraction carpet cleaners shall be of one grade and uniform concentration and suitable for use in all types of hot water extraction equipment. The nonvolatile content should be between 10 and 12%; the pH value should be between 6.5 and 7.5.</p> <p>g. Cleaner-degreasers for the removal of industrial oil, grease and wax buildup on floors shall be a uniform homogeneous product containing synthetic detergents and biodegradable surfactants, with no abrasives, soaps, glycol ethers, toxic solvents, phosphates, or free acids.</p> <p>h. Non-ammoniated, low-foaming remover for detergent-resistant, water emulsion floor finishes shall be free from objectionable odors, contain biodegradable surfactants, have no abrasives, soap, butyl cello solve or other glycol ethers, and can be used in either hard or soft water when diluted according to instructions. The product shall be able to remove aged and/or heavy buildup of water-based wax, polymer and detergent-resistant floor finishes.</p> <p>i. Mop-on stripper for detergent-resistant, water emulsion floor finishes shall be free from objectionable odors, contain biodegradable surfactants, have no abrasives or soap and be suitable for application to the standard grades of vinyl, vinyl composition, and mineral floorings. The pH value of the products should range between 11.0 and 12.0.</p> <p>j. General-purpose cleaners shall contain synthetic detergents and biodegradable surfactants, and have no abrasives, soaps, glycol ethers, toxic solvents, phosphates, or free acids. General-purpose cleaners must be suitable for use in automatic scrubbers.</p> <p>k. All-purpose cleaner shall contain no ammonia, not be corrosive to skin (pH value between 6.0 and 8.0). and be suitable for use on washable, non-porous floors.</p> <p>l. All-purpose neutral cleaner shall contain no ammonia, not be corrosive to the skin (pH value between 9.0 and 9.5), and be suitable for use on all washable floors.</p> <p>m. Extra-strength phosphoric acid cleaner shall be able to remove hard water encrustations, rust deposits and oily residue. The extra strength phosphoric acid cleaner shall be 16% minimum phosphoric acid, shall emit no hydrochloric acid vapors, be low foaming, free rinsing, and contain no abrasive matter.</p> <p>n. Soap-less, organic, non-ionic detergents and components in a water base shall not cause bleeding or fading of colors on normal, color-fast carpets. The detergents shall remove oily soil, dry soil, lint, grit, dust, food spills, and water-based inks.</p> <p>o. High gloss water emulsion restorer shall be appropriate for use in regular and high-speed floor machines and for use on sealed resilient and hard flooring. The nonvolatile content shall be approximately 7.5% when tested by heating for two hours at 105°C following the instruction in applicable ASTM standards. The pH value of the concentrate shall not be less than 6.0 nor greater than 9.0. One gallon shall be sufficient to cover 10,000 square feet when spray applied.</p> <p>p. Metal interlock modified with a urethane lattice water emulsion floor finish shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 22%; pH value shall range between 8.5 and 9.5.</p> <p>q. Water emulsion type detergent resistant floor finish shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 16%; pH value shall range between 8.5 and 9.5.</p> <p>r. Water emulsion type 100% No. 1 prime carnauba floor wax shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 12%; pH value shall range between 9.0 and 10.0.</p>
7.2.2	Brooms and Brushes: upright brooms (natural or plastic fiber); dust pans; push and street brooms; floor sweeps; deck scrub, utility, counter, toilet bowl, vehicle wash, and specialty brushes;

Item	Description
	dusters, feather, lamb's wool, and antimicrobial overheard dusters; and broom handles in a variety of sizes, diameters and bristle types.
7.2.3	Can Liners shall be available in a variety of sizes, grades (light-duty to super-duty), dispenser types (roll, boxes, and cases), colors, materials (linear low-density polyethylene, high-density blended resin polyethylene) and with drawstring or ties.
7.2.4	Cleaning Chemicals: general purpose cleaners, disinfectants, germicides, bathroom cleaners, mildew and stain remover, tub and tile cleaner, bowl cleaner, drain opener, cleansers, stainless steel cleaner and polish, metal cleaner, wood cleaner, furniture polish, glass cleaner, laundry products, paint remover, graffiti remover, gum remover, lubricants, protectants, specialty chemicals, insecticides, insect control, insect repellent, tank sprayers, handheld sprayers, fogger sprayer, bottles and sprayers, and drum pumps.
7.2.5	Chemical Proportioners to be used at the user site to measure chemicals prior to actual use. This system should allow for installation into small areas, include a back-flow prevention device that will prevent the contamination of the systems water supply, allow for a metered flow of chemical through the system and will also provide the user with an adjustable flow rate, and include labels for all sizes and types of containers to be used by the member. A complete, laminated, easy-to-understand manual shall be included with the system.
7.2.6	Facility Maintenance Products: key control products, surge protectors, extension cords, light bulb changers, doorstops, fans, heaters, clipboards, ladders (wood, fiberglass, aluminum), and tool storage boxes.
7.2.7	Floor and Carpet Care Products: floor strippers, floor finishes, floor waxes, floor sealers, floor cleaners, floor maintainers, sweeping compounds, dust mop treatment, carpet shampoo and extractors, carpet spotters, carpet stain protection, carpet cleaners, carpet stain remover, carpet cleaner defoamer, carpet spotter towels, enzyme digestant, odor eliminator, rug and room deodorants, and liquid spills absorbent.
7.2.8	Floor Pads, Sponges and Abrasives: polishing, buffing, scrubbing and stripping floor pads, high speed floor pads, sand screen floor pads, steel wool floor pads, carpet bonnets, utility pads and holders, baseboard pads, cellulose sponges, scouring pads and sponges, steel wool pads, steel wool reels, pumice scouring stones, metal sponges, and griddle/grill cleaners.
7.2.9	Material Handling Products: tilt trucks, utility trucks, platform trucks, folding trucks, drum dollies, hand trucks, hand carts, mobile work centers, utility carts, tool organizers/holders, utility cabinets, utility shelving, storage boxes, tote boxes, outdoor storage, stretch film, and utility knives.
7.2.10	Matting: wiper mats, absorbent, scraper entrance, grease-proof, grease-resistant, anti-fatigue, vinyl runner, chair, and bath mats.
7.2.11	Mopping Products: wet (standard, saddleback head), loop web, tail band, lie flat, and super-loop mop heads; mop head with scrub pad; antimicrobial wet and finish mops; mop head laundry bag; swivel grip, antimicrobial wet, metal head, and plastic head mop handles; safety signs; mop wringers, strainers, and buckets; plastic bucket/wringer combos; bowl and handle mops; plunger and bowl mops; dust mop frames and handles; floor finish applicators; dusters and dust heads.
7.2.12	Odor Control Products: metered aerosol dispensers, air sanitizers, and air fresheners; liquid and solid dispensed deodorants; liquid deodorants; disinfectant-deodorant aerosols; dry deodorants; solid air fresheners; fabric refreshers; deodorant blocks; bowl deodorants and cleaners; and urinal screens.
7.2.13	Waste Receptacle Products: round containers and lids; square and mobile, hooded-top, dome-top, wall-mount, and fire-safe containers; step-on cans (plastic and steel); recycle containers and systems (stationary, mobile, indoor, outdoor); aggregate containers, and smoking urns.
7.2.14	Wiper Products: reusable cleaning cloths; wiper roll dispensers; and all-purpose, utility scrim, personal care wipers, and center pull wipers.
7.2.15	Metal Working Products: penetrants; wet, dry, and grease lubricants; coatings; rut treatment; and specialty products.
7.2.16	Food Service Products: food contact surface cleaners, ware wash, floor care, and specialty products (i.e. for ovens, freezers, and deep fryers).
7.2.17	Vehicle Wash Products: tire cleaner, exterior cleaners (light-heavy duty), and windshield washer fluid.
7.2.18	Rubbermaid Product Line: cleaning, utility, recycling refuse, decorative refuse, material handling, safety, foodservice, and washroom products.

Item	Description
7.2.19	Services: equipment repair and maintenance, MSDS materials management, hazard information programs, training programs (product, safety, process, regulatory, compliance), technical support, efficiency and time management programs.

Product | Minimum Requirements: Custodial Equipment (Industrial use, LEED compliant)

Item	Description
7.3.1	Vacuums: multi-surface HEPA vacuums, designed for hard and soft floors. Vacuums carpet, VCT, tile, rubber, wood, stone, and concrete. Uprights (bag, dirt/dust, clear air), cordless rechargeables, walk-behinds, ride-ons, canisters and backpack vacuums.
7.3.2	Wet/Dry Vacuums: small to large capacity.
7.3.3	Floor Scrubbers: disc and cylindrical. Adjustable pressure and speed. Small, mid, and large capacity models. Self-propelled and riders.
7.3.4	Sweepers: various sizes, from mini push sweepers to large ride-on models.
7.3.5	Floor Machines: various sizes, 13"-20" models.
7.3.6	Miscellaneous Cleaners: steam cleaners, grout cleaners, pressure washers, etc.
7.3.7	Carpet Extractors: dual counter-rotating to clean both sides of the carpet. Various sizes, from a 2 gallon spot cleaner to a 20 gallon walk-behind unit, including box extractors.
7.3.8	Burnishers: 1500-2600 RPM. Active and passive dust control systems. Pad pressure adjustment. Battery and electric cord options.
7.3.9	Floor Care Accessories: extensions, pads, brushes, belts, bags, and related parts for listed equipment.

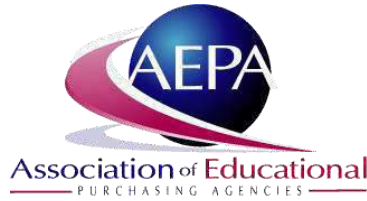
Product | Optional Requirements: Rest Room, Break Room, and Safety Supplies

Please note: Each line shall include, but not be limited to, the items listed.

Item	Description
7.4.1	Paper Products: kitchen towels and dispensers; pull-type water cups and dispensers; facial tissues, bathroom tissues, toll tissue dispensers; standard, dual, and jumbo roll dispensers; automatic hand dryers; toilet seats covers and dispensers; roll towels; single, multi, and C-fold hand towels; and towel dispensers.
7.4.2	Automatic Hand Dryers: surface mounted with optional noise reduction, speed control, and HEPA filtration. 100-240 voltage. With associated accessories options.
7.4.3	Personal Care Products: first aid kits and refill components; adhesive bandages; blood clean-up kits; disposable gloves and dispensers; personal cleansing wipes; feminine hygiene products; and sanitary napkins disposal receptacles.
7.4.4	Safety Products: eye care and eye protection products; dust masks; ear plugs; back supports; safety cones; and safety tape.
7.4.5	Skin Care Products: soap dispenser systems; skin conditioning systems; health-care soap systems; instant hand sanitizer products; moisturizing lotions; antibacterial lotion soaps; hair and body shampoos; heavy-duty and powdered soaps and dispensers; pumice bar soap; full and personal size bar soap; latex gloves and work gloves.

8. Pricing – (See Pricing section in Part A – General Terms & Conditions for details on bid pricing guidance)

- 8.1 This bid category does not have a Core Item List.
- 8.2 Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbook) with the individual tabs to be completed as follows:
 - a. F.1 – Catalog Discount (Required)
 - b. F.2B – Non-Core Price Schedule (Required)
 - c. F.3 – Services Price Schedule (Optional)
 - d. F.4 – Volume Discounts (Optional)
- 8.4 Bid pricing will be evaluated on items and pricing in the Category Discount list. See Evaluation, Approval and Award in Part A, II. Bid Procedures, G. Bid Evaluation, Approval and Award for all agencies for additional information.



Invitation for Bid AEPA IFB #019-B Custodial Equipment & Supplies

Part C – Member Agency (State) Terms and Conditions

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1. Member Agency (State) Terms and Conditions

A single IFB is being published and distributed on behalf of the Member Agencies in many states. Differences in contract implementation and operation will exist between the Member Agencies. Each state may have special laws relating to this procurement that must be adhered to in addition to the previously stated constraints. *When Member Agency/State Specific Terms and Conditions differ from the General Terms and Conditions, the Member Agency/State Specific Terms and Conditions will prevail.*

2. Common Terms and Conditions

Active Promotion of Contract: Agencies require that the Vendor Partner take ownership and actively promote the contract in cooperation with the AEPA Member Agency to all of the Agencies' qualified Participating Entities.

Sales to Participating Entities: AEPA Member Agencies require that all awarded Vendor Partners offer the Member Agency contract opportunity to all qualified Participating Entities of the cooperative.

Legal Obligations: All Vendor Partners shall comply with all applicable Federal, State and Local Laws, Codes and Regulations while fulfilling the contract. It is the Bidder's responsibility to be aware of and comply with all state and local laws governing this procurement. Applicable laws, codes, and regulations (etc.) must be followed even if not specifically identified herein.

Administrative Fees: AEPA Member Agencies charge Vendor Partners an administrative fee (a percentage of sales in their respective state or states that they extend the AEPA pricing to). Administrative Fees are generally paid to each Member Agency on a quarterly basis. Additional details of how these fees are charged may be found under each state's Terms and Conditions.

A summary of each State's Administrative Fee, any special terms and conditions, and special ordering process requirements is listed here for the convenience of the Bidders.

3. Member Agency General Overview Summary

AEPA Member Agency State	General			Ordering Process			Construction Products and Services									Potential Customers						
	Administrative Fee	Bid Security Required on bid due date	Special Reporting Requirements	Standard Ordering Process	Electronic Ordering	Special Ordering Process	Davis Bacon and State Wage Rates	Payment & Performance Bonds Required	Contractor's Licensing Required	Permits and/or Registration Required	Construction Project Cost Limitations	Participate in Construction Services	Participate in Construction Products Only	Products are taxable	Service is Taxable	K-12 Education	Higher Ed.	Private Schools	Non-Profits	Federal Agencies	State Agencies	Cities & Counties
CA	2%	N	N	Y	Y	N	-	-	-	-	Y	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y
CO	2%	N	N	Y	N	N	N	N	N	N	N	Y	Y	N	N	Y	Y	Y	Y	Y	N	Y
CT	2%	N	N	Y	Y	N	Y	N	Y	Y	N	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
FL	2%	N	N	Y	Y	N	Y	N	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
IA	2%	N	Y	Y	Y	N		**			Y	Lim	Lim	**		Y	Y	Y	N	Y	Y	Y
IL	2%	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	N	N	Y	Y
IN	Var	N	N	N	N	Y	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
KS	2%	N	n	Y	Y	Y	Y	Y	Y	Y	N	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
KY	2%	N	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y
MA	2%	N	N	Y	Y	Y	N	N	N	N	N	N	N	N	N	Y	Y	Y	Y	Y	Y	Y
MI	2%	N	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	TBD	Y	Y
MN	2%	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y/N*	N	Y	Y	Y	Y	Y	Y	Y
MO	2%	N	Y	Y	Y	N	Y	N	N	Y	N	Y	N	N	Y	Y	Y	Y	Y	Y	Y	Y
MT	2%	Y	N	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
NE	2%	N	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	N	N	Y	Y
NJ	2%	N	N	Y	Y	N	Y	Y	Y	Y	Y	N	Y	N	N	Y	Y	Y	Y	N	N	Y
NM	2%	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y
ND	2%	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y/N*	N	Y	Y	Y	Y	Y	Y	Y
OH	2%	Y	Y	Y	Y	N	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
OR	2%	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
PA	2%	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
TX	2%	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
VA	2%	N	N	Y	Y	Y	N	N	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
WA	2%	N	Y	N	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	N	N	N	Y	Y
WV	2%	Y	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
WI	2%	N	N	Y	Y	N	Y	Y	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y
WY	2%	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y

11. Minnesota, Cooperative Purchasing Connection (CPC)

A. General Terms and Conditions that apply for all categories

1. Hazardous Substances: All hazardous products purchased by members shall include a Safety Data Sheet (SDS) with the delivery.
2. Lease and Rental Agreements: Vendor may allow CPC participating agencies to enter into rental, lease, or lease purchase agreements, providing such agreements are in compliance with Minnesota Statutes and guidelines. CPC must receive a report annually summarizing the executed lease purchases along with a summary of the agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the vendor and the CPC participating agency. Vendor agrees that leases will be in compliance with the Uniform Commercial Code. A two percent (2.0%) administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under ordering process.
3. CPC Training Seminar: Contracted vendors and their participating sub-contractors are required to participate in an online CPC training session (CPC 101) that is designed to educate the vendor (and sub-contractors) on the purpose and nature of CPC. A contracted vendor will not be marketed to CPC participating agencies until they have completed the CPC 101 training.

B. ***Additional Participating Agency Terms and Conditions for Non-Construction Products and Services***

If requested by CPC, the contracted vendor will work with CPC to develop an order form, or order forms, containing the most commonly purchased items, that CPC can utilize to market the contracted vendor to its participating agencies.

C. ***Additional Participating Agency Terms and Conditions for Construction Related Products and Services***

Upon acceptance and approval of the Vendor's offer by AEPA, CPC will independently consider the offer and conduct a conference call with the Vendor to determine if the Vendor is able to meet the necessary requirements for construction related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and require that an architect's signature or certification is noted on the specifications as required by Minnesota Statute §326.12 subd. 3. With certain exceptions, Minnesota Rules part 1800.5200, subpart 1, requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the Vendor are able to confirm that business is able to be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the contracted vendor must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

D. Procedure for Contract Award, Notification and Processing Orders

Once the award is recommended by the AEPA Review Committee, CPC considers the recommendation based on the value of the potential contract for its participating agencies. Participating agency is defined as any city, county, public or private educational agency, nonprofit or governmental agency that is a participant of CPC as described in Section E. In the event of an award by the Board of Directors, CPC will inform its members of the award and contract by the following methods along with contract instructions and ordering process.

1. The contract opportunity is listed and promoted on the CPC website (www.purchasingconnection.org).
2. Announcing the award in CPC newsletters.
3. CPC will publish the contract and marketing information through a hard copy marketing flier and electronic email. Contracts are promoted through PDF and a hard copy product catalog distributed at statewide trade shows and agency meetings on a regular basis. CPC will require a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format, from each vendor promoting the available contract with the vendor, and/or a web page or link. CPC may assist in the development of the marketing flier and material (if requested by vendor), but in all cases shall have authority to review and approve any marketing materials. If a web site is used, the link will be made available from the CPC web page. Any web page or link, or other marketing tool shall be dedicated to AEPA information only.
4. When the member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative fee in the quoted price. The administrative fee shall be based upon the total cost of goods and/or services including installation costs. The administrative fee shall not be listed as a separate line item on the quote. When a member decides to purchase through the CPC-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on

The total cost of goods, service, and installation, including the 2% administrative fee.

5. Notification will be made to the vendor in the event the purchase order is not in compliance with the contract and adjustments will be made at that time. NDESC and the vendor will mutually resolve any issues with regard to past purchases. The purchase orders are to continue to be processed and viewed as approved unless notified by NDESC otherwise. All sales and transactions may continue without delay or in anticipation of the NDESC purchase order verification.
6. Once all the items and services on the purchase order have been delivered to the member in a complete and satisfactory manner, the vendor then files a copy of the final invoice, which is available to NDESC by request in support of the quarterly sales summary. The invoice is to be marked "Copy".
7. Vendor makes all deliveries and installations of products and services. CPC does not warehouse items or provide installation services.
8. CPC's participating agencies purchasing construction related products and/or services may, as required by statute, or at their discretion, require the vendor to post a performance bond.
9. This administrative fee is to be paid by the vendor to CPC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to CPC a sales report, in Excel format, listing the following information:
 - Name of service cooperative region
 - Name of purchasing agency
 - Address of purchasing agency
 - Date of sale
 - Standard sale price
 - Sale price with AEPA discount
 - Administrative fee generated by sale
 - Savings generated by sale

This report shall include all sales made and payments received by the vendor in said quarter. The sales report shall be emailed to Melissa Mattson at mmattson@lcsc.org and copied to Lori Mittelstadt at lmittelstadt@lcsc.org. The administrative fee payment shall be delivered to Melissa Mattson, CPC, 1001 E. Mt. Faith, Fergus Falls, MN 56537. The check shall be made out to Lakes Country Service Cooperative.

10. In the event of a lease, the total administrative fee for the value of goods shall be paid to CPC by the vendor at the front end of the lease. CPC reserves the right to review all purchase orders, lease documents and invoices to insure contract compliance.
11. CPC requires that all participating vendors offer the contract opportunity to all CPC participating agencies. Participating agencies is defined under Section E (below).

E. Agencies Allowed to Purchase under the Member Agency

In Minnesota, the Service Cooperatives, organized pursuant to Minnesota Statute 123A.21, are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies, including, but not limited to, cooperative purchasing services. The service cooperatives currently provide purchasing contracts to over 3,000 participating agencies (schools, cities, counties, other governmental organization and nonprofit agencies) in Minnesota and South Dakota through the Cooperative Purchasing Connection. Participation with CPC is required for contract participation.

F. Governing Law

The laws of the State of Minnesota govern all contracts resulting from this IFB. Each and every provision of law and clause required by law to be included in a contract shall be deemed to be inserted herein and the contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.

17. North Dakota, North Dakota Educators Service Cooperative (NDESC)

A. Additional Agency Terms and Conditions

1. Hazardous Substances: All hazardous products purchased by members shall include a Safety Data Sheet (SDS) with the delivery.
2. Lease and Rentals: Vendor may allow NDESC members to enter into rental, lease, or lease purchase agreements, providing such agreements are in compliance with North Dakota Statutes and guidelines as well as the State Department of Education policies, rules and regulations. NDESC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Vendor and the NDESC member. Vendor agrees that leases will be in compliance with the Uniform Commercial Code. A two percent (2%) administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under ordering process.
3. Training Seminar: The contracted Vendor and their participating sub-contractors are required to participate in an online training session that is designed to educate the vendor and subcontractor on the purpose and nature of NDESC. The contracted Vendor will not be marketed to NDESC participating agencies until they have completed the training seminar.

B. *Additional Participating Agency Terms and Conditions for Non-Construction Products and Services* If requested by CPC, the contracted Vendor will work with CPC to develop an order form, or order forms, containing the most commonly purchased items, that CPC can utilize to market the Vendor to its participating agencies.

C. Additional Participating Agency Terms and Conditions for Construction Related Products and Services

Upon acceptance and approval of the Vendor's offer by AEPA, NDESC will independently consider the offer and conduct a conference call with the Vendor to determine if the Vendor is able to meet the necessary requirements for construction related products and services, according to [Chapter 48-01.2 of the North Dakota Century Code](#), and to enter and execute a contract in the state of North Dakota. Once NDESC and the Vendor are able to confirm that business is able to be conducted in North Dakota, NDESC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the contracted vendor must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

D. Procedure for Contract Award, Notification and Processing Orders

Once the award is recommended by the AEPA Review Committee, NDESC considers the recommendation based on the value of the potential contract for its qualified members. Member is defined in Section C. In the event of an award by the NDESC Board of Directors, NDESC will inform its members of the award and contract by the following methods along with contract instructions and ordering process.

1. The contract opportunity is listed and promoted on the NDESC website.
2. Announcing the award in NDESC newsletters.
3. NDESC will publish the contract and marketing information through a hard copy marketing flier and electronic email. Contracts are promoted through PDF and hard copy product catalog distributed at statewide trade shows and member meetings on a regular basis. NDESC will require a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format, from the Vendor promoting the available contract with approve any marketing materials. If a web site is used, the link will be made available from the NDESC web page. Any web page or link, or other marketing tools shall be dedicated to AEPA information only.
4. When the member identifies a desired product or service, the member and the Vendor may negotiate with each other to establish a description of items and/or services. The Vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative fee in the quoted price. The administrative fee shall be based upon the total cost of goods and/or service including installation costs. The administrative fee shall not be listed as a separate line item on the quote. When a member decides to purchase through the NDESC-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on the total cost of goods, service, and installation, including the two-percent (2%) administrative fee.
5. Notification will be made to the Vendor in the event the purchase order is not in compliance with the contract and adjustments will be made at that time. NDESC and the Vendor will mutually resolve any issues with regard to past purchases. The purchase orders are to continue to be processed and viewed as approved unless notified by NDESC otherwise. All sales and transactions may continue without delay or in anticipation of the NDESC purchase order verification.
6. Once all the items and services on the purchase order have been delivered to the member in a complete and satisfactory manner, the Vendor then files a copy of the final invoice, which is available to NDESC by request in

Support of the quarterly sales summary. The invoice is to be marked "Copy".

7. Vendor makes all deliveries and installations of products and services. NDESC does not warehouse items or provideservices.
8. NDESC's participating agencies purchasing construction related products and/or services may, as required by statute, or at their discretion, require the Vendor to post a performance bond.
9. This administrative fee is to be paid by the vendor to NDESC quarterly within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to NDESC a sales report, in Excel format, listing the following information:
 - Name of service cooperative region
 - Name of purchasing agency
 - Address of purchasing agency
 - Date of sale
 - Standard sale price
 - Sale price with AEPA discount
 - Administrative fee generated by sale
 - Savings generated by sale

This report shall include all sales made and payments received by the vendor in said quarter. The sales report shall be e-mailed to Jane Eastes at jeastes@lcsc.org and copied to Lori Mittelstadt at lmittelstadt@lcsc.org. The administrative fee payment shall be delivered to Jane Eastes, NDESC, 1001 E. Mt. Faith, Fergus Falls, MN 56537. The check shall be made out to NDESC.

10. In the event of a lease, the total administrative fee for the value of goods shall be paid to NDESC by the Vendor at the front end of the lease. NDESC reserves the right to review all purchase orders and lease documents to insure contract compliance.
11. NDESC requires that all participating vendors offer the contract opportunity to all NDESC qualified members. Qualified membership is defined under section E (below).
12. NDESC has designated Lakes Country Service Cooperative (LCSC), 1001 E. Mt. Faith, Fergus Falls, MN as its purchasing agent. All vendors agree to work with LCSC on all purchasing issues related to NDESC.

E. Members Purchasing Under the Agency

The NDESC has been established pursuant to the provisions of Chapter 54-40.3 of the North Dakota Century Code, as amended. The purpose of NDESC is to assist in meeting those specific needs of the members which are determined to be better provided by a cooperative effort, including without limitation the joint purchasing of programs, goods, and services which are deemed to be priority needs of the members. NDESC currently has approximately 200 participating agencies. Qualified agencies of NDESC include all North Dakota public schools, private schools and higher education institutions and any other North Dakota political subdivisions eligible to enter into a joint powers agreement with NDESC.

F. Governing Law

The laws of the State of North Dakota govern the Contract. Each and every provision of law and clause required by law to be included in the Contract shall be deemed to be inserted herein and the Contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.



Part D - Questionnaire

AEPA IFB 019-B

Custodial Supplies & Equipment

Instructions

Contained herein are forms and information required by AEPA during the IFB process. Please note, while some information is merely informational, some will be used during the evaluation.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Bidders must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “**Part D – Questionnaire – Name of Bidding Company**”.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Bidding Company”:

[Company Information](#)

[Service Questionnaire](#)

[Exceptions](#)

[Deviations](#)

Company Information

Name of Bidding Company: _____

Company Address: _____

City, State Zipcode: _____

Website: _____

Contact Person: _____

Title: _____

Phone: _____

Email: _____

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a: _____ public company _____ privately owned company

In what year was this business started under its present name? _____

Under what additional, or, former name(s) has your business operated? _____

Is this business a corporation? _____ No _____ Yes. If yes, complete the following:

Date of Incorporation: _____

State of Incorporation: _____

Name of President: _____

Name(s) of Vice President(s): _____

Name of Treasurer: _____

Name of Secretary: _____

Is this business a partnership? _____ No _____ Yes. If yes, complete the following:

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable: _____

Name(s) of General Partner(s): _____

Is this business individually owned? _____ No _____ Yes. If yes, complete the following:

Date of Purchase: _____

State Founded: _____

Name of Owner/Operator: _____

Is this business different from those identified above? _____ No _____ Yes
 If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women owned? _____ No _____ Yes

Is this business minority owned? _____ No _____ Yes

Does this business have an Affirmative Action plan/statement? _____ No _____ Yes

Business Headquarter Location

Business Address _____
City, State Zipcode _____
Phone _____
How long at this address? _____

Business Branch Location(s)

Branch Address _____
City, State Zipcode _____
Branch Address _____
City, State Zipcode _____
Branch Address _____
City, State Zipcode _____
Branch Address _____
City, State Zipcode _____

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for 2016, 2017, and 2018 YTD in the United States by the various public segments.

	2016	2017	2018 YTD
K-12 (public & private), Educational Service Agencies			
Higher Education Institutions			
Counties, Cities, Townships, Villages			
States			
Other Public Sector & Non-profits			
Private Sector			
Total			

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager				
Sales Manager				
Customer & Support Manager				
Distributors, Dealers, Installers, Sales Reps				
Consultants & Trainers				

Technical, Maintenance & Support Services				
Quotes, Invoicing & Payments				
Warranty & After the Sale				
Financial Manager				

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email

Marketing Activities: Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2017- 2018 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

<Enter Response Here>

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or, indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

<Enter Overview of Marketing Plan Here; Submit Marketing Plan as Exhibit B>

Sales Training: Explain how your business will educate your salesforce staff on the AEPA contract including timing, methods, etc.

<Enter Response Here>

Environmental Initiatives

Describe how your products and/or services support environmental goals.

<Enter Response Here>

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

<Enter Response Here>

Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

Selection Criteria for Independent Providers: Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

<Enter Response Here>

Current Subcontractors, Distributors, Installers, Etc.: Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

<Enter Response Here>

Disclosures

Line of Credit Letter or Annual Financial Report (REQUIRED): Attach a letter from the business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2015, 2016 and 2017). This letter should state the line of credit as a range (i.e. "credit in the low six figures" or "a credit line exceeding five figures"). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter.

Legal: Does this business have actions currently filed against it? _____ No _____ Yes

If Yes, **AN ATTACHMENT IS REQUIRED**: List and explain current actions, such as, Federal Debarment (on US General Services Administration’s “Excluded Parties List”), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

References

Provide contact information of your business’s five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1.				
2.				
3.				
4.				
5.				

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). **Note: A Bidder must be willing and able to deliver the proposed products and/or services to 90% of the participating AEPA Member States.**

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California				
Colorado				
Connecticut				
Florida				
Illinois				
Indiana				
Iowa				
Kansas				
Kentucky				
Massachusetts				
Michigan				
Minnesota				
Missouri				
Montana				
Nebraska				
New Jersey				
New Mexico				
North Dakota				
Ohio				
Oregon				
Pennsylvania				
Texas				
Virginia				
Washington				
West Virginia				
Wisconsin				
Wyoming				

e-Commerce: Does this business have an e-commerce website? _____ **No** _____ **Yes**

If YES, what is the website? _____

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options? _____ **No** _____ **Yes**

Does this business have a toll-free customers support phone option? _____ **No** _____ **Yes**

Does this business offer local customer and support service options? _____ **No** _____ **Yes**

Training: If applicable, does this business offer customer training for the products and services sold? _____ **No** _____ **Yes**

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

<Enter Response Here>

Pricing:

Is your pricing methodology guaranteed for the term of the contract? _____ **No** _____ **Yes**

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? _____ **No** _____ **Yes**

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? _____ **No** _____ **Yes**

Will you offer volume price discounts as described in the pricing terms of Part A? _____ **No** _____ **Yes**

Competitiveness: In order for your bid to be considered, your company must offer AEPA prices that are lower than those normally offered to a single government agency, larger school district, or regional cooperative.

Is the pricing that is proposed to AEPA lower than pricing normally offered to a single government agency, larger school district, or regional cooperative? _____ **No** _____ **Yes**

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

_____ Pricing is LESS THAN what is offered to a single agency, larger school district, or regional cooperative. Lower by _____%

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? _____ **No** _____ **Yes**

If YES, identify which cooperative and the respective expiration date(s).

<Enter Response Here>

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

<Enter Response Here>

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. **Mark with an "X"**.

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Shipping & Handling: Orders that are \$50.00 or more shall include free shipping and handling. What is the flat rate your company will charge, regardless of where shipped in the continental United States, for orders less than \$50.00?	\$
---	----

Product Returns: Does your business have a return policy? _____ **No** _____ **Yes**

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

<Enter Response Here>

Payment Terms: Will your business offer AEPA buyer's a quick pay discount? _____ **No** _____ **Yes**

If YES, what is the discount? _____ %Net

Leasing: Do your business offer leasing arrangements under this _____ **No** _____ **Yes** bid?

If Yes, please indicate the rate factor and other cost factors below.

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.		
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.		
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.		
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.		
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the		

respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.		
6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.		
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.		
8. Attend two (2) AEPA meetings each year (see Part A)		
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).		
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.		

Exceptions

Instructions:

1. If “no” is marked with an “X” below, complete this form by signing it at the bottom.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes , this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Deviations

Instructions:

1. If “no” is marked with an “X” below, complete this form by signing it at the bottom.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
	Yes , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation



Part E – Signature Forms

AEPA IFB 019-B

Custodial Supplies & Equipment

Instructions

Contained herein are forms that require a signature from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company’s proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Once signed, place notary stamp in the delegated area on the Bid Affidavit.
4. Return the forms and pages in their correct order and scan one (1) single PDF format titled “Part E – Signature Forms – Name of Bidding Company” (i.e. one PDF document for all signature forms).
5. Submit Part E, along with other required documents in Public Purchase.

AEPA does not allow electronic signatures.

*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as one (1), single PDF titled “Part E – Signature Forms – Name of Bidding Company”.

Uniform Guidance “EDGAR” Certification Form – *signature required

Bid Affidavit – *signature required

Acceptance of Bid & Contract Award – *signature required

Uniform Guidance “EDGAR” Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All bidders submitting proposals must complete this EDGAR Certification form regarding the bidder’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Bidder will certify its agreement and ability to comply, where applicable, by having the bidder’s authorized representative check, initial the applicable boxes, and sign the acknowledgement at the end of this form. If a bidder fails to complete any item of this form, AEPA will consider and may list the response, as the bidders is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the bidder using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding bidder default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the bidder and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the bidder. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay bidder for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the bidder’s return policy. If the participating agency has paid the bidder for goods and services provided as the date of termination, bidder shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be effected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the bidder, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Bidder agrees that such provision applies to any participating agency purchase or contract that meets the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 and bidder agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, bidder agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, bidder shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, bidder is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, bidder shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Bidder agrees that, for any purchase to which this requirement applies, the award of the purchase to the bidder is conditioned upon bidder's acceptance of wage determination.

Bidder further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, bidder agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, bidder is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, bidder agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Bidder certifies that the bidder is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the bidder if bidder is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), bidders that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, bidder agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recover, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, bidder agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, bidder agrees that the total price, including profit, charged by the bidder to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the bidders contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, bidder agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Bidder Certification (By Item)	<u>Bidder Certification:</u> YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions		
2. Termination for Cause of Convenience		
3. Equal Employment Opportunity		
4. Davis-Bacon Act		
5. Contract Work Hours and Safety Standards Act		
6. Right to Inventions Made Under a Contract or Agreement		
7. Clean Air Act and Federal Water Pollution Control Act		
8. Debarment and Suspension		
9. Byrd Anti-Lobbying Amendment		
10. Procurement of Recovered Materials		
11. Profit as a Separate Element of Price		
12. General Compliance with Participating Agencies		

Name of Business

Signature of Authorized Representative

Printed Name

Date



Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	_____	Date	_____
Address	_____	City, State Zip	_____
Contact Person	_____	Title	_____
Authorized Signature	_____	Title	_____
Email	_____	Phone	_____

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency _____

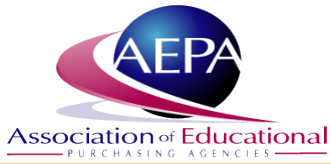
Authorized Representative _____

Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)		Or March 1, 2019

Bid Checklist

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their *specified/required format*, by the due date and time listed for this IFB. Bid *submissions not following the specified/required format may result as being marked non-responsive and may not be considered for evaluation.* Bidders are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the IFB deadline submission date.

"X"	Document Title, Uploaded to Public Purchase (Bidder must submit documents in the required title/format)	Format of Uploaded Document	Notes
	Bid Bond – if Required, see Part B if applicable.	Upload PDF copy. The original must be received by Oakland Public Schools by due date and time.	Send to Oakland Public Schools.
	Part C – State Specific Forms – Name of Bidding Company	Single, Scanned PDF	Required. Signatures Required.
	Part D - Questionnaire – Name of Bidding Company Includes: <ul style="list-style-type: none"> • Company Information • Service Questionnaire • Exceptions • Deviations 	Single, Scanned PDF	Required.
	Part E – Signature Forms – Name of Bidding Company Includes: <ul style="list-style-type: none"> • Uniform Guidance “EDGAR” Certification • Bid Affidavit • Acceptance of Bid & Contract Award 	Single, Scanned PDF	Required. Signatures required.
	Part F – Pricing Schedule – Name of Bidding Company	Excel Workbook	Required.
	Exhibit A – Annual Report/Letter of Credit – Name of Bidding Company	Scanned PDF	Required. Not provided by AEPA, Bidder Created
	Exhibit B – Marketing Plan – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
	Exhibit C – Warranties, Additional Services – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
	Exhibit D – Additional Discounts – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created



Part F.1 – Catalog Discount for Items in a Commercially Available Catalog

AEPA #019-B Custodial Supplies and Equipment

Bidding Company Name: *Enter company name here*

Name of Catalog: *Enter catalog name here*
(This must be the catalog in effect as of the bid date)

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

Part F.1 is a REQUIRED FORM

No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1				1
2				2
3				3
4				4
5				5
6				6
7				7
8				8
9				9
10				10
11				11
12				12
13				13
14				14
15				15
16				16
17				17
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22				22
23				23
24				24
25				25
26				26
27				27
28				28
29				29
30				30
31				31
32				32
33				33
34				34
35				35
36				36
37				37
38				38
39				39
40				40



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:		Enter company name here				Catalog Name:		Enter catalog name here			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1											1
2											2
3											3
4											4
5											5
6											6
7											7
8											8
9											9
10											10
11											11
12											12
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35											35
36											36
37											37
38											38
39											39
40											40



Part F.3 – Services Price Schedule	
AEPA #019-B Custodial Supplies and Equipment	
Bidding Company Name:	Enter company name here

NOTE: If your company provides any of the services listed below, please complete the price schedule.

Part F.3 is an **OPTIONAL FORM**

Training Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

Compliance Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

Work Loading	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

Service Documentation	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

*Please detail additional discounts on large projects.

<u>Customer Name</u>	<u>Street Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>PO #</u>	<u>Item #</u>	<u>Item Description</u>	<u>Manufacturer #</u>	<u>Qty</u>	<u>Extended Advertised Price</u>	<u>Extended AEPA Price</u>	<u>Savings</u>
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Total Purchases
Total Administrative Fee

Questions for Bid IFB #019-B - Custodial Supplies & Equipment

Question #1

Based upon previous history, would it be possible to provide the most commonly procured trash liners and / or gloves by the varying states / agencies?

Aug 20, 2018 3:00:30 PM CDT
By: Unipak Corp. - unipak

Answers

AEPA does not collect this information. Each AEPA member agency receives individual sales reports from the awarded vendor.

Aug 23, 2018 3:48:35 PM CDT
By: jeastes_aepa

Question #2

To clarify, there is a bid bond required for some states, but not all? Or other?

Aug 20, 2018 3:00:53 PM CDT
By: Unipak Corp. - unipak

Answers

A bid security is not required for the AEPA IFB-019-B Custodial Supplies and Equipment category, as stated in Part B Specifications.

Aug 22, 2018 3:11:17 PM CDT
By: jeastes_aepa

Question #3

Based upon previous history, have all these states/agencies procured trash bags and/or gloves from this contract?

Aug 20, 2018 3:01:19 PM CDT
By: Unipak Corp. - unipak

Answers

AEPA does not collect information on sales of specific items in a catalog from the state level. AEPA is looking for a full catalog of custodial supplies and equipment from which the thousands of eligible agencies across our member states may purchase as needed at a cooperative discount.

Aug 23, 2018 3:49:02 PM CDT
By: jeastes_aepa

Question #4

In regards to the excel sheet, what should we write for Catalog Discounts - write the category/group we are bidding and the discount offered?

Aug 20, 2018 3:05:34 PM CDT
By: Unipak Corp. - unipak

And then for the sheet Discount Price Schedule, we should enter the list of items being offered along with percent discount and actual discounted price?

Lastly, Volume Discounts, provides a sliding scale for large purchase orders? Thank you.

Answers

You are correct in your description of the information required. These forms are In regard to the catalog

Aug 23, 2018 3:49:29 PM CDT
By: jeastes_aepa

discount tab (F.1 Catalog Discounts), the vendor must identify the category/group name and supply the discount offered for each identified category/group. The discount price schedule (F.2 Discount Price Schedule) should include all of the items in the catalog with which you are responding, along with the information requested in the spreadsheet by line item. This includes product description, Manufacturer, Manufacturer SKU, Vendor SKU, Unit of Measurement, Catalog List Price, Bid Discount Percentage, Net Effective Bid Price and any applicable comments. The F.4 tab (Volume Discounts) is an optional form to report any additional discounts over discounts reported in tab F.2 that are given for larger one-time purchases.

Answer

Archive

Reject

Question #5



Are specific brands being requested for this bid, specifically in regards to the can liners and gloves?

Aug 20, 2018 3:10:32 PM CDT
By: Unipak Corp. - unipak

Answers

No, specific brands are not requested. AEPA will consider any brands that meet or exceed the specifications in Part B - Specifications.

Aug 31, 2018 12:47:56 PM CDT
By: jeastes_aepa

Answer

Archive

Reject

Question #6



Would you please provide a previous award tabulation with vendor, pricing, and items for the following categories:

Aug 20, 2018 3:21:18 PM CDT
By: Unipak Corp. - unipak

Can Liner, Waste Receptacle, Mopping Products, Food Service, Safety and Skincare Products?

Answers

AEPA bids are not structured as line-item bids. They are designed for indefinite quantity, full catalog, category discount bids. AEPA does not have a tabulation for individual items as listed.

Sep 6, 2018 8:46:08 AM CDT
By: jeastes_aepa

Answer

Archive

Reject

Question #7



Are these products for rental/laundry service or purchase

Sep 12, 2018 7:40:44 AM CDT
By: Cintas Corporation - CintasEDU

7.2.11

Mopping Products: wet (standard, saddleback head), loop web, tail band, lie flat, and super-loop mop heads; mop head with scrub pad; antimicrobial wet and finish mops; mop head laundry bag; -

Answers

AEPA is requesting pricing for purchase.

Sep 14, 2018 3:39:04 PM CDT
By: jeastes_aepa

Answer

Archive

Reject

Question #8



IFB #019-B - Custodial Supplies & Equipment
For the scope of work for the products listed below are you looking for pricing on these products for rental/laundry/weekly service or purchase pricing?

Sep 12, 2018 7:58:50 AM CDT
By: Cintas Corporation - CintasEDU

7.2.10

Matting: wiper mats, absorbent, scraper entrance,

grease-proof, grease-resistant, anti-fatigue, vinyl runner, chair, and bath mats.

7.2.11

Mopping Products: wet (standard, saddleback head), loop web, tail band, lie flat, and super-loop mop heads; mop head with scrub pad; antimicrobial wet and finish mops; mop head laundry bag;

Answers

AEPA is requesting pricing for purchase.

Sep 14, 2018 3:39:21 PM CDT
By: jeastes_aepa

Answer

Archive

Reject

Ask a Question

View Bid

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Bid IFB #019-B - Custodial Supplies & Equipment Addendum #1 - Addendum

Information Deleted: Deleted
 Information Added: Added

Bid Type **IFB**
 Bid Number **019-B**
 Title **Custodial Supplies & Equipment**
 Start Date **Aug 6, 2018 5:03:18 PM CDT**
 End Date **Oct 1, 2018 12:30:00 PM CDT**
 Agency **Association of Educational Purchasing Agencies**
 Bid Contact **Jane Eastes**
 (612) 590-0066
 jeastes@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

Description

This IFB Does Not Require a Bid Security.

Scope of Work: AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials, equipment and labor to all participating member states (up to 27) necessary to:

1. Respond to request from a number of different types of educational, governmental and public institutions seeking Custodial Supplies and Equipment.
2. These items will include but are not limited to: custodial supplies (floor care and cleaning products) and custodial equipment (vacuums, scrubbers, etc.).

Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
November 2, 2018	Contract Recommendations posted on Public Purchase and the AEPA website, www.aepacoop.org
November 26-28, 2018	AEPA Approval of bids
December 3, 2018	Vendor Partner's submit required documentation to Member Agencies
No later than May 1, 2019, to February 28, 2020	Initial contract term (up to fifteen months) – See Term of Contract and Extensions in General Terms & Conditions
March 1, 2020 - 2022	Annual contract renewal dates subject to approval by AEPA

Pre-Bid Conference

Date: Sep 6, 2018 9:30:00 AM CDT
 Location: Voluntary Pre-Bid Conference Call
 Notes: AEPA will host a voluntary pre-bid conference call on Thursday, September 6, 2018, for any interested Bidders or potential Bidders. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.







Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Conference Call Number: 248-209-2400
Conference Call Code: *0102087#

No Attachments

Documents

Name	Posting Date	Acceptance
 AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Condit	Aug 6, 2018 4:36:56 PM CD	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.p	Aug 6, 2018 4:37:00 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part C Member Agenc	Aug 6, 2018 4:37:04 PM CD	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.c	Aug 6, 2018 4:37:08 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part E Signature Form	Aug 6, 2018 4:37:13 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricin	Aug 6, 2018 4:37:21 PM CDT	Yes

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Bid IFB #019-B - Custodial Supplies & Equipment Addendum #2 - Addendum

Information Deleted: Deleted
Information Added: Added

Bid Type **IFB**
 Bid Number **019-B**
 Title **Custodial Supplies & Equipment**
 Start Date **Aug 6, 2018 5:03:18 PM CDT**
 End Date **Oct 1, 2018 12:30:00 PM CDT**
 Agency **Association of Educational Purchasing Agencies**
 Bid Contact **Jane Eastes**
 (612) 590-0066
 jeastes@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

Description

This IFB Does Not Require a Bid Security.

Scope of Work: AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials, equipment and labor to all participating member states (up to 27) necessary to:

1. Respond to request from a number of different types of educational, governmental and public institutions seeking Custodial Supplies and Equipment.
2. These items will include but are not limited to: custodial supplies (floor care and cleaning products) and custodial equipment (vacuums, scrubbers, etc.).

Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
November 2, 2018	Contract Recommendations posted on Public Purchase and the AEPA website, www.aepacoop.org
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March 1, 2020 - 2023	Annual contract renewal dates subject to approval by AEPA

Pre-Bid Conference

Date: Sep 6, 2018 9:30:00 AM CDT
 Location: Voluntary Pre-Bid Conference Call
 Notes: AEPA will host a voluntary pre-bid conference call on Thursday, September 6, 2018, for any interested Bidders or potential Bidders. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.







Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Conference Call Number: 248-209-2400
Conference Call Code: *0102087#

No Attachments

Documents

Name	Posting Date	Acceptance
 AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Condit	Aug 24, 2018 12:05:27 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part B Specifications...	Aug 6 Sep 17, 2018 4:37:06:00-15 PM	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part C Member Agenc	Aug 24 Sep 17, 2018 12:05:06:34-24	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.	Aug 6, 2018 4:37:08 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part E Signature Form	Aug 6, 2018 4:37:13 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricin	Aug 6, 2018 4:37:21 PM CDT	Yes

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**Bid IFB #019-B - Custodial Supplies & Equipment
Addendum #3 - Addendum**

Information Deleted: Deleted
Information Added: Added

Bid Type **IFB**
 Bid Number **019-B**
 Title **Custodial Supplies & Equipment**
 Start Date **Aug 6, 2018 5:03:18 PM CDT**
 End Date **Oct 1, 2018 12:30:00 PM CDT**
 Agency **Association of Educational Purchasing Agencies**
 Bid Contact **Jane Eastes**
 (612) 590-0066
 jeastes@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

Description

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Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
November 2, 2018	Contract Recommendations posted on Public Purchase and the AEPA website, www.aepacoop.org
November 26-28, 2018	AEPA Approval of bids
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Pre-Bid Conference

Date: Sep 6, 2018 9:30:00 AM CDT
 Location: Voluntary Pre-Bid Conference Call
 Notes: AEPA will host a voluntary pre-bid conference call on Thursday, September 6, 2018, for any interested Bidders or potential Bidders. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.








Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Conference Call Number: 248-209-2400
Conference Call Code: *0102087#

No Attachments

Documents

Name	Posting Date	Acceptance
 AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Condit	Aug-24 Sep 21, 2018 12:05:32:27 PM	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_	Sep 17, 2018 4:06:15 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part C Member Agenc	Sep 17, 2018 4:06:24 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_	Aug-6 Sep 21, 2018 48:37:32:08 PM-44	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part E Signature Form	Aug 6, 2018 4:37:13 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricin	Aug 6, 2018 4:37:21 PM CDT	Yes
 AEPA Vendor Quarterly Report Template.pdf	Sep 21, 2018 8:32:48 AM CDT	Yes

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Bid IFB #019-B - Custodial Supplies & Equipment Addendum #4 - Addendum

Information Deleted: Deleted
 Information Added: Added

Bid Type **IFB**
 Bid Number **019-B**
 Title **Custodial Supplies & Equipment**
 Start Date **Aug 6, 2018 5:03:18 PM CDT**
 End Date **Oct 1, 2018 12:30:00 PM CDT**
 Agency **Association of Educational Purchasing Agencies**
 Bid Contact **Jane Eastes**
 (612) 590-0066
 jeastes@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

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Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
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Date: Sep 6, 2018 9:30:00 AM CDT
 Location: Voluntary Pre-Bid Conference Call
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IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Conference Call Number: 248-209-2400
Conference Call Code: *0102087#

No Attachments

Documents

Name	Posting Date	Acceptance
 AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Condit	Sep 21, 2018 8:32:40 AM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_	Sep 17, 2018 4:06:15 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part C Member Agenc	Sep 17, 2018 4:06:24 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_	Sep 21, 2018 8:32:44 AM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part E Signature Form	Aug 6, 2018 4:37:13 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricin	Aug 6, 2018 4:37:21 PM CDT	Yes
 AEPA Vendor Quarterly Report Template.pdf	Sep 21, 2018 8:32:48 AM CDT	Yes
 Conference Call Notes Bid #019.docx	Sep 21, 2018 3:15:29 PM CDT	Yes

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**Bid IFB #019-B - Custodial Supplies & Equipment
Addendum #5 - Addendum**

Information Deleted: Deleted
Information Added: Added

Bid Type **IFB**
 Bid Number **019-B**
 Title **Custodial Supplies & Equipment**
 Start Date **Aug 6, 2018 5:03:18 PM CDT**
 End Date **Oct 1, 2018 12:30:00 PM CDT**
 Agency **Association of Educational Purchasing Agencies**
 Bid Contact **Jane Eastes**
 (612) 590-0066
 jeastes@lcsc.org
 1001 E. Mount Faith Avenue
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Description

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Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018

IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Bid & Contract Timeline:

August 6, 2018	Publication of IFB available through Public Purchase. Notification will also be posted to the AEPA website, www.aepacoop.org .
September 6, 2018	Pre-Bid Conference Call (optional)
September 14, 2018	Deadline for questions from Bidders
October 1, 2018 - 1:30 pm EST	Deadline for Bid Submittals and Bid Reading via Public Purchase
November 2, 2018	Contract Recommendations posted on Public Purchase and the AEPA website, www.aepacoop.org
November 26-28, 2018	AEPA Approval of bids
December 3, 2018	Vendor Partner's submit required documentation to Member Agencies
No later than May 1, 2019, to February 28, 2020	Initial contract term (up to fifteen months) – See Term of Contract and Extensions in General Terms & Conditions
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Pre-Bid Conference

Date: Sep 6, 2018 9:30:00 AM CDT
 Location: Voluntary Pre-Bid Conference Call
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Voluntary Pre-Bid Conference Call Schedule – Thursday, September 6, 2018




IFB	Eastern	Central	Mountain	Pacific
019-B Custodial Supplies and Equipment	10:30 AM	9:30 AM	8:30 AM	7:30 AM

Conference Call Number: 248-209-2400
Conference Call Code: *0102087#

No Attachments

Documents

Public Purchase: Bid IFB #019-B - Custodial Supplies & Equipment - Addendum # 5

Name	Posting Date	Acceptance
 AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Condit	Sep 21 25, 2018 8:10:32 05:40-16 AM C	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_	Sep 17, 2018 4:06:15 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part C Member Agenc	Sep 17, 2018 4:06:24 PM CDT	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_	Sep 21 25, 2018 8:10:32 05:44-20 AM C	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part E Signature Form	Aug 6 Sep 25, 2018 4:10:37 05:13-PM 2	Yes
 AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricin	Aug 6, 2018 4:37:21 PM CDT	Yes
 AEPA Vendor Quarterly Report Template.pdf	Sep 21, 2018 8:32:48 AM CDT	Yes
 Conference Call Notes Bid #019.docx	Sep 21, 2018 3:15:29 PM CDT	Yes

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From: [Public Purchase](#)
To: [Lisa Truax](#)
Subject: Public Purchase - IFB #019-B - Custodial Supplies & Equipment Closed Notification
Date: Monday, October 1, 2018 12:30:09 PM

Lisa Truax:

The bid IFB #019-B - Custodial Supplies & Equipment has closed on Oct 1, 2018 12:30:00 PM CDT

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=98129>

Thank you for using Public Purchase.

MK= Z53DksAHdyQ5tx5Si8zyIg==

Notifications Report

Agency

Association of Educational Purchasing Agencies

Bid Number

019-B

Bid Title

Custodial Supplies & Equipment

Vendor Name	State	Invitation	Date	Email	Reason
111 Veteran Direct, LLC	CA	Classification	2018-08-06 16:20:11	michael@111VeteranDirect.com	Bid Notification
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-22 14:11:17	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-23 14:48:35	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-23 14:49:02	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-23 14:49:29	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-24 11:22:13	sales@3gchemicalsolutions.com	Addendum Notification
3G Chemical Solutions, LLC	AL	Self Invited	2018-08-31 11:47:56	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-06 07:46:09	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-14 14:39:05	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-14 14:39:21	sales@3gchemicalsolutions.com	Bid Answer
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-17 15:29:00	sales@3gchemicalsolutions.com	Addendum Notification
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-21 07:50:00	sales@3gchemicalsolutions.com	Addendum Notification
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-21 14:29:00	sales@3gchemicalsolutions.com	Addendum Notification
3G Chemical Solutions, LLC	AL	Self Invited	2018-09-25 09:22:00	sales@3gchemicalsolutions.com	Addendum Notification
5 Star Enterprise, Inc.	GA	Classification	2018-09-06 11:56:24	tjfelder@charter.net	Bid Notification
ACCO Brands USA LLC	IL	Self Invited	2018-09-21 07:50:00	directbid@acco.com	Addendum Notification
ACCO Brands USA LLC	IL	Self Invited	2018-09-21 14:29:00	directbid@acco.com	Addendum Notification
ACCO Brands USA LLC	IL	Self Invited	2018-09-25 09:22:00	directbid@acco.com	Addendum Notification
Action Time USA, Inc.	FL	Classification	2018-08-06 16:20:11	chrisroberts@actiontimeusa.com	Bid Notification
Advanced Facility Maintenance	TX	Classification	2018-08-06 16:20:11	joe.ricondo1@us.army.mil	Bid Notification
AEPA PAEC	FL	Self Invited	2018-08-22 14:11:17	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-08-23 14:48:35	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-08-23 14:49:02	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-08-23 14:49:29	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-08-24 11:22:13	judy.hall@paec.org	Addendum Notification
AEPA PAEC	FL	Self Invited	2018-08-31 11:47:56	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-09-06 07:46:09	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-09-14 14:39:05	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-09-14 14:39:21	judy.hall@paec.org	Bid Answer
AEPA PAEC	FL	Self Invited	2018-09-17 15:29:00	judy.hall@paec.org	Addendum Notification
AEPA PAEC	FL	Self Invited	2018-09-21 07:50:00	judy.hall@paec.org	Addendum Notification
AEPA PAEC	FL	Self Invited	2018-09-21 14:29:00	judy.hall@paec.org	Addendum Notification
AEPA PAEC	FL	Self Invited	2018-09-25 09:22:00	judy.hall@paec.org	Addendum Notification
afflink	AL	Classification	2018-08-06 16:20:11	awright@afflink.com	Bid Notification
AFFLINK, LLC	AL	Classification	2018-08-22 14:11:17	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-08-23 14:48:35	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-08-23 14:49:02	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-08-23 14:49:29	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-08-24 11:22:13	dhargrave@afflink.com	Addendum Notification
AFFLINK, LLC	AL	Classification	2018-08-30 18:28:44	dhargrave@afflink.com	Bid Notification
AFFLINK, LLC	AL	Classification	2018-08-31 11:47:56	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-09-06 07:46:09	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-09-14 14:39:05	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-09-14 14:39:21	dhargrave@afflink.com	Bid Answer
AFFLINK, LLC	AL	Classification	2018-09-17 15:29:00	dhargrave@afflink.com	Addendum Notification
AFFLINK, LLC	AL	Classification	2018-09-21 07:50:00	dhargrave@afflink.com	Addendum Notification
AFFLINK, LLC	AL	Classification	2018-09-21 14:29:00	dhargrave@afflink.com	Addendum Notification
AFFLINK, LLC	AL	Classification	2018-09-25 09:22:00	dhargrave@afflink.com	Addendum Notification
AFP INDUSTRIES, INC.	FL	Classification	2018-08-06 16:20:11	sales@afpschoolsupply.com	Bid Notification
Alfa Holdings LLC	FL	Classification	2018-08-06 16:20:11	sales@aabaco.com	Bid Notification
All American	NJ	Self Invited	2018-08-22 14:11:17	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-08-23 14:48:35	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-08-23 14:49:02	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-08-23 14:49:29	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-08-24 11:22:13	zeke@allampoly.com	Addendum Notification
All American	NJ	Self Invited	2018-08-31 11:47:56	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-09-06 07:46:09	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-09-14 14:39:05	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-09-14 14:39:21	zeke@allampoly.com	Bid Answer
All American	NJ	Self Invited	2018-09-17 15:29:00	zeke@allampoly.com	Addendum Notification
All American	NJ	Self Invited	2018-09-21 07:50:00	zeke@allampoly.com	Addendum Notification
All American	NJ	Self Invited	2018-09-21 14:29:00	zeke@allampoly.com	Addendum Notification
All American	NJ	Self Invited	2018-09-25 09:22:00	zeke@allampoly.com	Addendum Notification
Alpha Omega Systems and Services Medical Supply, LLC	LA	Classification	2018-08-06 16:20:11	biddept@aossmedical.com	Bid Notification
American Air & Water, Inc.	SC	Classification	2018-08-06 16:20:11	jepps@americanairandwatetr.com	Bid Notification
AmericanCommoditiesawob Inc.	CA	Classification	2018-08-06 16:20:11	tonyduhig@yahoo.com	Bid Notification
American Material Company	CA	Classification	2018-08-06 16:20:11	info@americanmaterialcompany.com	Bid Notification
American Textile & Supply, Inc	CA	Classification	2018-08-06 16:20:11	gbuty@americantex.com	Bid Notification
American Textile Systems	CA	Classification	2018-08-06 16:20:11	julia@amtexsys.com	Bid Notification

Anchorage Medical Equipment & Supplies, LLC	TX	Classification	2018-08-06 16:20:11	dgriffin@anchoragemedicalsupplies.com	Bid Notification
Anchorage Medical Equipment & Supplies, LLC	TX	Classification	2018-09-21 07:50:00	dgriffin@anchoragemedicalsupplies.com	Addendum Notification
Anchorage Medical Equipment & Supplies, LLC	TX	Classification	2018-09-21 14:29:00	dgriffin@anchoragemedicalsupplies.com	Addendum Notification
Anchorage Medical Equipment & Supplies, LLC	TX	Classification	2018-09-25 09:22:00	dgriffin@anchoragemedicalsupplies.com	Addendum Notification
Andax Industries, LLC	KS	Classification	2018-08-06 16:20:11	jbunn@andax.com	Bid Notification
A Parts Warehouse	MI	Classification	2018-08-06 16:20:11	cb@apartswarehouse.com	Bid Notification
Apollo Safety & Industrial, Inc.	CA	Classification	2018-08-06 16:20:11	apolosafety@aol.com	Bid Notification
Aramsco, Inc	NJ	Classification	2018-08-06 16:20:11	dmcquade@aramsco.com	Bid Notification
Bargain Business Supplies, Inc.	MI	Classification	2018-08-06 16:20:11	neelk323@gmail.com	Bid Notification
Barren County Business Supply INC	KY	Classification	2018-08-09 14:27:14	ldreher@bcbsupply.com	Bid Notification
BEAUTIFUL VENTURES INC	TX	Classification	2018-08-06 16:20:11	FRAN@BVIRESOURCEUSA.COM	Bid Notification
Benjamin Foods	PA	Classification	2018-08-06 16:20:11	mitch@benjaminfoods.com	Bid Notification
B & H Foto & Electronics Corp.	NY	Self Invited	2018-08-31 11:47:56	govedbids@bhphoto.com	Bid Answer
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-06 07:46:09	govedbids@bhphoto.com	Bid Answer
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-14 14:39:05	govedbids@bhphoto.com	Bid Answer
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-14 14:39:21	govedbids@bhphoto.com	Bid Answer
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-17 15:29:00	govedbids@bhphoto.com	Addendum Notification
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-21 07:50:00	govedbids@bhphoto.com	Addendum Notification
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-21 14:29:00	govedbids@bhphoto.com	Addendum Notification
B & H Foto & Electronics Corp.	NY	Self Invited	2018-09-25 09:22:00	govedbids@bhphoto.com	Addendum Notification
BioFit Engineered Products	OH	Self Invited	2018-08-22 14:11:17	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-08-23 14:48:35	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-08-23 14:49:02	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-08-23 14:49:29	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-08-24 11:22:13	rusty.benschoter@biofit.com	Addendum Notification
BioFit Engineered Products	OH	Self Invited	2018-08-31 11:47:56	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-09-06 07:46:09	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-09-14 14:39:05	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-09-14 14:39:21	rusty.benschoter@biofit.com	Bid Answer
BioFit Engineered Products	OH	Self Invited	2018-09-17 15:29:00	rusty.benschoter@biofit.com	Addendum Notification
BioFit Engineered Products	OH	Self Invited	2018-09-21 07:50:00	rusty.benschoter@biofit.com	Addendum Notification
BioFit Engineered Products	OH	Self Invited	2018-09-21 14:29:00	rusty.benschoter@biofit.com	Addendum Notification
BioFit Engineered Products	OH	Self Invited	2018-09-25 09:22:00	rusty.benschoter@biofit.com	Addendum Notification
BORTEK INDUSTRIES	PA	Classification	2018-08-06 16:20:11	bb@sweeperland.com	Bid Notification
Brand Manufactory	FL	Classification	2018-08-06 16:20:11	info@greenterpene.com	Bid Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-06 16:20:11	smattingly@bhcinc.com	Bid Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-22 14:11:17	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-23 14:48:35	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-23 14:49:02	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-23 14:49:29	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-24 11:22:13	smattingly@bhcinc.com	Addendum Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-08-31 11:47:56	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-06 07:46:09	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-14 14:39:05	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-14 14:39:21	smattingly@bhcinc.com	Bid Answer
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-17 15:29:00	smattingly@bhcinc.com	Addendum Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-21 07:50:00	smattingly@bhcinc.com	Addendum Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-21 14:29:00	smattingly@bhcinc.com	Addendum Notification
Bruln Holding Co., Inc., (DBA BHC, Inc.)	IN	Classification	2018-09-25 09:22:00	smattingly@bhcinc.com	Addendum Notification
Busch Systems International Inc.	ON	Self Invited	2018-08-22 14:11:17	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-08-23 14:48:35	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-08-23 14:49:02	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-08-23 14:49:29	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-08-24 11:22:13	michaelan@buschsystems.com,krystyg@buschsystems.com	Addendum Notification
Busch Systems International Inc.	ON	Self Invited	2018-08-31 11:47:56	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-09-06 07:46:09	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-09-14 14:39:05	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-09-14 14:39:21	michaelan@buschsystems.com,krystyg@buschsystems.com	Bid Answer
Busch Systems International Inc.	ON	Self Invited	2018-09-17 15:29:00	michaelan@buschsystems.com,krystyg@buschsystems.com	Addendum Notification
Busch Systems International Inc.	ON	Self Invited	2018-09-21 07:50:00	michaelan@buschsystems.com,krystyg@buschsystems.com	Addendum Notification
Busch Systems International Inc.	ON	Self Invited	2018-09-21 14:29:00	michaelan@buschsystems.com,krystyg@buschsystems.com	Addendum Notification

Busch Systems International Inc.	ON	Self Invited	2018-09-25 09:22:00	michaelan@buschsystems.com,krystyg@buschsystems.com	Addendum Notification
Buying Sources Inc.	CA	Classification	2018-09-20 19:42:40	csparks@wadecocapital.com	Bid Notification
Buying Sources Inc.	CA	Classification	2018-09-21 07:50:00	csparks@wadecocapital.com	Addendum Notification
Buying Sources Inc.	CA	Classification	2018-09-21 14:29:00	csparks@wadecocapital.com	Addendum Notification
Buying Sources Inc.	CA	Classification	2018-09-25 09:22:00	csparks@wadecocapital.com	Addendum Notification
Calderon Textiles	IN	Classification	2018-08-06 16:20:11	aellis@calderontextiles.com	Bid Notification
Caldwell Cleaning LLC	FL	Classification	2018-08-06 16:20:11	rkcaldwell8@gmail.com	Bid Notification
Caldwell Cleaning LLC	FL	Classification	2018-08-22 14:11:17	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-08-23 14:48:35	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-08-23 14:49:02	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-08-23 14:49:29	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-08-24 11:22:13	rkcaldwell8@gmail.com	Addendum Notification
Caldwell Cleaning LLC	FL	Classification	2018-08-31 11:47:56	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-09-06 07:46:09	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-09-14 14:39:05	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-09-14 14:39:21	rkcaldwell8@gmail.com	Bid Answer
Caldwell Cleaning LLC	FL	Classification	2018-09-17 15:29:00	rkcaldwell8@gmail.com	Addendum Notification
Caldwell Cleaning LLC	FL	Classification	2018-09-21 07:50:00	rkcaldwell8@gmail.com	Addendum Notification
Caldwell Cleaning LLC	FL	Classification	2018-09-21 14:29:00	rkcaldwell8@gmail.com	Addendum Notification
Caldwell Cleaning LLC	FL	Classification	2018-09-25 09:22:00	rkcaldwell8@gmail.com	Addendum Notification
Calico Industries of Florida LLC	FL	Classification	2018-08-06 16:20:11	bids@calicoindustriesfl.com	Bid Notification
Calico Packaging, LLC	MD	Classification	2018-08-06 16:20:11	bids@calicoindustrial.com	Bid Notification
CAPCO DISTRIBUTORS	CA	Classification	2018-08-06 16:20:11	donnaranas@gmail.com	Bid Notification
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-22 14:11:17	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-23 14:48:35	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-23 14:49:02	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-23 14:49:29	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-24 11:22:13	BIDS@CENTRALPOLY.COM	Addendum Notification
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-08-31 11:47:56	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-06 07:46:09	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-14 14:39:05	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-14 14:39:21	BIDS@CENTRALPOLY.COM	Bid Answer
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-17 15:29:00	BIDS@CENTRALPOLY.COM	Addendum Notification
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-21 07:50:00	BIDS@CENTRALPOLY.COM	Addendum Notification
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-21 14:29:00	BIDS@CENTRALPOLY.COM	Addendum Notification
CENTRAL POLY-BAG CORP.	NJ	Self Invited	2018-09-25 09:22:00	BIDS@CENTRALPOLY.COM	Addendum Notification
Century LLC	NC	Classification	2018-08-06 16:20:11	edb@centuryproductslc.com	Bid Notification
CERTIFIED LABS DIV OF NCH CORPORATION	TX	Classification	2018-08-06 16:20:11	CertifiedLabs.BidDepartment@nch.com	Bid Notification
Chemco Industries, Inc.	MO	Classification	2018-08-06 16:20:11	g.barton@chemcoindustries.com	Bid Notification
C&H Government	WI	Classification	2018-08-06 16:20:11	smakovec@chdist.com	Bid Notification
Cintas Corporation	OH	Self Invited	2018-08-23 14:48:35	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-08-23 14:49:02	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-08-23 14:49:29	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-08-24 11:22:13	HernandezW2@cintas.com	Addendum Notification
Cintas Corporation	OH	Self Invited	2018-08-31 11:47:56	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-09-06 07:46:09	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-09-14 14:39:04	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-09-14 14:39:21	HernandezW2@cintas.com	Bid Answer
Cintas Corporation	OH	Self Invited	2018-09-17 15:29:00	HernandezW2@cintas.com	Addendum Notification
Cintas Corporation	OH	Self Invited	2018-09-21 07:50:00	HernandezW2@cintas.com	Addendum Notification
Cintas Corporation	OH	Self Invited	2018-09-21 14:29:00	HernandezW2@cintas.com	Addendum Notification
Cintas Corporation	OH	Self Invited	2018-09-25 09:22:00	HernandezW2@cintas.com	Addendum Notification
CleaningProducts, Inc	OH	Self Invited	2018-08-22 14:11:17	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-08-23 14:48:35	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-08-23 14:49:02	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-08-23 14:49:29	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-08-24 11:22:13	todd@cleaningproducts.com	Addendum Notification
CleaningProducts, Inc	OH	Self Invited	2018-08-31 11:47:56	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-09-06 07:46:09	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-09-14 14:39:05	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-09-14 14:39:21	todd@cleaningproducts.com	Bid Answer
CleaningProducts, Inc	OH	Self Invited	2018-09-17 15:29:00	todd@cleaningproducts.com	Addendum Notification
CleaningProducts, Inc	OH	Self Invited	2018-09-21 07:50:00	todd@cleaningproducts.com	Addendum Notification
CleaningProducts, Inc	OH	Self Invited	2018-09-21 14:29:00	todd@cleaningproducts.com	Addendum Notification
CleaningProducts, Inc	OH	Self Invited	2018-09-25 09:22:00	todd@cleaningproducts.com	Addendum Notification
Clearwater Distribution Inc	FL	Self Invited	2018-08-31 11:47:56	gulfstar@tampabay.rr.com	Bid Answer
Clearwater Distribution Inc	FL	Self Invited	2018-09-06 07:46:09	gulfstar@tampabay.rr.com	Bid Answer
Clearwater Distribution Inc	FL	Self Invited	2018-09-14 14:39:05	gulfstar@tampabay.rr.com	Bid Answer
Clearwater Distribution Inc	FL	Self Invited	2018-09-14 14:39:21	gulfstar@tampabay.rr.com	Bid Answer
Clearwater Distribution Inc	FL	Self Invited	2018-09-17 15:29:00	gulfstar@tampabay.rr.com	Addendum Notification
Clearwater Distribution Inc	FL	Self Invited	2018-09-21 07:50:00	gulfstar@tampabay.rr.com	Addendum Notification
Clearwater Distribution Inc	FL	Self Invited	2018-09-21 14:29:00	gulfstar@tampabay.rr.com	Addendum Notification
Clearwater Distribution Inc	FL	Self Invited	2018-09-25 09:22:00	gulfstar@tampabay.rr.com	Addendum Notification
Commodities Inc.	MI	Classification	2018-08-06 16:20:11	john@commodities-inc.com	Bid Notification
CompNation	TN	Classification	2018-08-06 16:20:11	rdugas@compnation.com	Bid Notification
Conney Safety Products	WI	Classification	2018-08-06 16:20:11	Rfosu@Conney.com	Bid Notification

D2 Distributors, LLC	CA	Classification	2018-08-06 16:20:11	dhenderson@d2distributors.com	Bid Notification
Dalco	MN	Classification	2018-09-20 13:22:07	jeff.madsen@dalcoonline.com	Bid Notification
Dalco	MN	Classification	2018-09-21 07:50:00	jeff.madsen@dalcoonline.com	Addendum Notification
Dalco	MN	Classification	2018-09-21 14:29:00	jeff.madsen@dalcoonline.com	Addendum Notification
Dalco	MN	Classification	2018-09-25 09:22:00	jeff.madsen@dalcoonline.com	Addendum Notification
Dalco Enterprises, Inc.	MN	Self Invited	2018-09-21 07:50:00	kathy.olson@dalcoonline.com	Addendum Notification
Dalco Enterprises, Inc.	MN	Self Invited	2018-09-21 14:29:00	kathy.olson@dalcoonline.com	Addendum Notification
Dalco Enterprises, Inc.	MN	Self Invited	2018-09-25 09:22:00	kathy.olson@dalcoonline.com	Addendum Notification
Diamond Chemical	NJ	Classification	2018-08-06 16:20:11	ccooper@diamondchem.com	Bid Notification
Direct Packaged Ingredients LLC	SC	Classification	2018-08-06 16:20:11	dp11@comporium.net	Bid Notification
Distributors Hardware Inc	IL	Classification	2018-08-06 16:20:11	kcrawley@truevalue.com	Bid Notification
District Safety Products, Inc.	VA	Classification	2018-08-06 16:20:11	sales@districtsafety.com	Bid Notification
Earth Friendly Chemicals	VA	Classification	2018-08-06 16:20:11	ealvarado@efchem.com	Bid Notification
Ecolab Inc.	MN	Classification	2018-08-06 16:20:11	gov.sales@ecolab.com	Bid Notification
Ecolab Inc.	MN	Classification	2018-08-22 14:11:17	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-08-23 14:48:35	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-08-23 14:49:02	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-08-23 14:49:29	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-08-24 11:22:13	gov.sales@ecolab.com	Addendum Notification
Ecolab Inc.	MN	Classification	2018-08-31 11:47:56	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-09-06 07:46:09	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-09-14 14:39:05	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-09-14 14:39:21	gov.sales@ecolab.com	Bid Answer
Ecolab Inc.	MN	Classification	2018-09-17 15:29:00	gov.sales@ecolab.com	Addendum Notification
Ecolab Inc.	MN	Classification	2018-09-21 07:50:00	gov.sales@ecolab.com	Addendum Notification
Ecolab Inc.	MN	Classification	2018-09-21 14:29:00	gov.sales@ecolab.com	Addendum Notification
Ecolab Inc.	MN	Classification	2018-09-25 09:22:00	gov.sales@ecolab.com	Addendum Notification
Education Supply Network, Inc.	MD	Classification	2018-08-06 16:20:11	ceo@education-supply.net	Bid Notification
Empire Paper	TX	Classification	2018-09-21 10:35:42	michelle.sheeder@empirepaper.com	Bid Notification
Empire Paper	TX	Classification	2018-09-21 14:29:00	michelle.sheeder@empirepaper.com	Addendum Notification
Empire Paper	TX	Classification	2018-09-25 09:22:00	michelle.sheeder@empirepaper.com	Addendum Notification
Empire Safety	CA	Classification	2018-08-06 16:20:11	srigsby@empiresafety.com	Bid Notification
Equipment Development Company Inc.	MD	Classification	2018-08-06 16:20:11	routzahn@edcoinc.com	Bid Notification
ERC Wiping Products Inc.	MA	Classification	2018-08-06 16:20:11	vsweeney@ercwipe.com	Bid Notification
EXCEL GLOVES & SAFETY	WA	Classification	2018-08-06 16:20:11	GLOVELADY@EXCELGLOVES.COM	Bid Notification
Excellent Cleaningz LLC	MN	Classification	2018-08-06 16:20:11	iris@excellentcleaningz.com	Bid Notification
Express Chem	MO	Classification	2018-08-06 16:20:11	moppermann@expresschem.com	Bid Notification
Facility Service Group	FL	Classification	2018-08-06 16:20:11	Sales@fsservicesinc.com	Bid Notification
Fastenal Company	MN	Classification	2018-08-06 16:20:11	govbids@fastenal.com	Bid Notification
Federal Supply USA	IL	Classification	2018-08-06 16:20:11	bids@federalsupply.com	Bid Notification
Ferguson	KS	Classification	2018-08-06 16:20:11	mark.pierce1@ferguson.com	Bid Notification
F&E Trading	NJ	Classification	2018-08-06 16:20:11	samuels@fetrading.com	Bid Notification
Foam-Tex Solutions Corp.	OH	Classification	2018-08-06 16:20:11	Foam-Tex@stratos.net	Bid Notification
Generations Electrical Company	NJ	Self Invited	2018-09-17 15:29:00	sales@generationselectrical.com	Addendum Notification
Generations Electrical Company	NJ	Self Invited	2018-09-21 07:50:00	sales@generationselectrical.com	Addendum Notification
Generations Electrical Company	NJ	Self Invited	2018-09-21 14:29:00	sales@generationselectrical.com	Addendum Notification
Generations Electrical Company	NJ	Self Invited	2018-09-25 09:22:00	sales@generationselectrical.com	Addendum Notification
Global	WI	Classification	2018-08-06 16:20:11	governmentsales@chdistgov.com	Bid Notification
Global	WI	Classification	2018-08-22 14:11:17	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-08-23 14:48:35	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-08-23 14:49:02	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-08-23 14:49:29	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-08-24 11:22:13	governmentsales@chdistgov.com	Addendum Notification
Global	WI	Classification	2018-08-31 11:47:56	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-09-06 07:46:09	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-09-14 14:39:05	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-09-14 14:39:21	governmentsales@chdistgov.com	Bid Answer
Global	WI	Classification	2018-09-17 15:29:00	governmentsales@chdistgov.com	Addendum Notification
Global	WI	Classification	2018-09-21 07:50:00	governmentsales@chdistgov.com	Addendum Notification
Global	WI	Classification	2018-09-21 14:29:00	governmentsales@chdistgov.com	Addendum Notification
Global	WI	Classification	2018-09-25 09:22:00	governmentsales@chdistgov.com	Addendum Notification
Global Equipment Company, Inc.	GA	Self Invited	2018-08-22 14:11:17	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-08-23 14:48:35	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-08-23 14:49:02	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-08-23 14:49:29	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-08-24 11:22:13	bgarrett@globalindustrial.com	Addendum Notification
Global Equipment Company, Inc.	GA	Self Invited	2018-08-31 11:47:56	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-09-06 07:46:09	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-09-14 14:39:05	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-09-14 14:39:21	bgarrett@globalindustrial.com	Bid Answer
Global Equipment Company, Inc.	GA	Self Invited	2018-09-17 15:29:00	bgarrett@globalindustrial.com	Addendum Notification
Global Equipment Company, Inc.	GA	Self Invited	2018-09-21 07:50:00	bgarrett@globalindustrial.com	Addendum Notification
Global Equipment Company, Inc.	GA	Self Invited	2018-09-21 14:29:00	bgarrett@globalindustrial.com	Addendum Notification
Global Equipment Company, Inc.	GA	Self Invited	2018-09-25 09:22:00	bgarrett@globalindustrial.com	Addendum Notification
GLOBAL INDUSTRY PRODUCTS, CORP.	NV	Classification	2018-08-06 16:20:11	jtracy@gigpjp.com	Bid Notification
Goddess Products Inc	AR	Classification	2018-08-06 16:20:11	leanna@goddessproductsinc.com	Bid Notification
Goddess Products Inc	AR	Classification	2018-08-22 14:11:17	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-08-23 14:48:35	leanna@goddessproductsinc.com	Bid Answer

Goddess Products Inc	AR	Classification	2018-08-23 14:49:02	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-08-23 14:49:29	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-08-24 11:22:13	leanna@goddessproductsinc.com	Addendum Notification
Goddess Products Inc	AR	Classification	2018-08-31 11:47:56	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-09-06 07:46:09	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-09-14 14:39:05	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-09-14 14:39:21	leanna@goddessproductsinc.com	Bid Answer
Goddess Products Inc	AR	Classification	2018-09-17 15:29:00	leanna@goddessproductsinc.com	Addendum Notification
Goddess Products Inc	AR	Classification	2018-09-21 07:50:00	leanna@goddessproductsinc.com	Addendum Notification
Goddess Products Inc	AR	Classification	2018-09-21 14:29:00	leanna@goddessproductsinc.com	Addendum Notification
Goddess Products Inc	AR	Classification	2018-09-25 09:22:00	leanna@goddessproductsinc.com	Addendum Notification
Government MLO Supplies	MD	Classification	2018-08-06 16:20:11	zelyasi@gmail.com	Bid Notification
GTE Holdings, LLC	FL	Classification	2018-08-22 14:11:17	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-08-23 14:48:35	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-08-23 14:49:02	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-08-23 14:49:29	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-08-24 11:22:13	admin@ThinkGTE.com	Addendum Notification
GTE Holdings, LLC	FL	Classification	2018-08-31 11:47:56	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-09-06 07:46:09	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-09-09 12:14:12	admin@ThinkGTE.com	Bid Notification
GTE Holdings, LLC	FL	Classification	2018-09-14 14:39:05	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-09-14 14:39:21	admin@ThinkGTE.com	Bid Answer
GTE Holdings, LLC	FL	Classification	2018-09-17 15:29:00	admin@ThinkGTE.com	Addendum Notification
GTE Holdings, LLC	FL	Classification	2018-09-21 07:50:00	admin@ThinkGTE.com	Addendum Notification
GTE Holdings, LLC	FL	Classification	2018-09-21 14:29:00	admin@ThinkGTE.com	Addendum Notification
GTE Holdings, LLC	FL	Classification	2018-09-25 09:22:00	admin@ThinkGTE.com	Addendum Notification
G. Thornhill Inc.	TX	Self Invited	2018-09-06 07:46:09	sforse@sbstx.net	Bid Answer
G. Thornhill Inc.	TX	Self Invited	2018-09-14 14:39:05	sforse@sbstx.net	Bid Answer
G. Thornhill Inc.	TX	Self Invited	2018-09-14 14:39:21	sforse@sbstx.net	Bid Answer
G. Thornhill Inc.	TX	Self Invited	2018-09-17 15:29:00	sforse@sbstx.net	Addendum Notification
G. Thornhill Inc.	TX	Self Invited	2018-09-21 07:50:00	sforse@sbstx.net	Addendum Notification
G. Thornhill Inc.	TX	Self Invited	2018-09-21 14:29:00	sforse@sbstx.net	Addendum Notification
G. Thornhill Inc.	TX	Self Invited	2018-09-25 09:22:00	sforse@sbstx.net	Addendum Notification
Guard Products Inc	CA	Classification	2018-08-06 16:20:11	debwestlund@yahoo.com	Bid Notification
HD SUPPLY FACILITIES MAINTENANCE, LTD.	CA	Classification	2018-08-06 16:20:11	HDS-FMBIDS@HDSUPPLY.COM	Bid Notification
Health Technology Professional Products Inc.	CA	Classification	2018-08-06 16:20:11	cdavis@htproducts.net	Bid Notification
Hillyard, Inc	CT	Classification	2018-08-23 14:48:35	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-08-23 14:49:02	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-08-23 14:49:29	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-08-24 11:22:13	mclaffey@hillyard.com	Addendum Notification
Hillyard, Inc	CT	Classification	2018-08-31 11:47:56	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-09-06 07:46:09	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-09-14 14:39:05	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-09-14 14:39:21	mclaffey@hillyard.com	Bid Answer
Hillyard, Inc	CT	Classification	2018-09-17 15:29:00	mclaffey@hillyard.com	Addendum Notification
Hillyard, Inc	CT	Classification	2018-09-21 07:50:00	mclaffey@hillyard.com	Addendum Notification
Hillyard, Inc	CT	Classification	2018-09-21 14:29:00	mclaffey@hillyard.com	Addendum Notification
Hillyard, Inc	CT	Classification	2018-09-25 09:22:00	mclaffey@hillyard.com	Addendum Notification
Hillyard, Inc	CT	Classification	2018-09-27 13:21:50	mclaffey@hillyard.com	Bid Notification
HP Products	IN	Classification	2018-08-06 16:20:11	hgorman@hpproducts.com	Bid Notification
HP Products	IN	Classification	2018-08-22 14:11:17	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-08-23 14:48:35	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-08-23 14:49:02	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-08-23 14:49:29	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-08-24 11:22:13	hgorman@hpproducts.com	Addendum Notification
HP Products	IN	Classification	2018-08-31 11:47:56	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-09-06 07:46:09	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-09-14 14:39:05	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-09-14 14:39:21	hgorman@hpproducts.com	Bid Answer
HP Products	IN	Classification	2018-09-17 15:29:00	hgorman@hpproducts.com	Addendum Notification
HP Products	IN	Classification	2018-09-21 07:50:00	hgorman@hpproducts.com	Addendum Notification
HP Products	IN	Classification	2018-09-21 14:29:00	hgorman@hpproducts.com	Addendum Notification
HP Products	IN	Classification	2018-09-25 09:22:00	hgorman@hpproducts.com	Addendum Notification
HR COTTON USA	GA	Classification	2018-08-06 16:20:11	suddin@hrcottonusa.com	Bid Notification
HR COTTON USA	GA	Classification	2018-08-06 16:20:11	NANSARI@HRCOTTONUSA.COM	Bid Notification
Hub City Industries	MS	Classification	2018-08-06 16:20:11	tyler@hubcityindustries.net	Bid Notification
IBuy Office Supply	MN	Classification	2018-08-06 16:20:11	mlanders@ibuyofficesupply.com	Bid Notification
Infinity Supply & Service, Inc	TX	Classification	2018-08-06 16:20:11	dana.bridges@infinitysupply.com	Bid Notification
Interboro Packaging Corporation	NY	Self Invited	2018-08-22 14:11:17	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-08-23 14:48:35	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-08-23 14:49:02	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-08-23 14:49:29	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-08-24 11:22:13	interbor@frontiernet.net	Addendum Notification
Interboro Packaging Corporation	NY	Self Invited	2018-08-31 11:47:56	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-09-06 07:46:09	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-09-14 14:39:05	interbor@frontiernet.net	Bid Answer

Interboro Packaging Corporation	NY	Self Invited	2018-09-14 14:39:21	interbor@frontiernet.net	Bid Answer
Interboro Packaging Corporation	NY	Self Invited	2018-09-17 15:29:00	interbor@frontiernet.net	Addendum Notification
Interboro Packaging Corporation	NY	Self Invited	2018-09-21 07:50:00	interbor@frontiernet.net	Addendum Notification
Interboro Packaging Corporation	NY	Self Invited	2018-09-21 14:29:00	interbor@frontiernet.net	Addendum Notification
Interboro Packaging Corporation	NY	Self Invited	2018-09-25 09:22:00	interbor@frontiernet.net	Addendum Notification
JK SOLUTIONS, LLC	MN	Classification	2018-08-06 16:20:11	jeff.jksolutions@yahoo.com	Bid Notification
JNJ SUPPLIES	NY	Classification	2018-08-06 16:20:11	JJSUPPLIES@YAHOO.COM	Bid Notification
Jobbers Equipment	FL	Classification	2018-08-06 16:20:11	a@jobbersmiami.com	Bid Notification
John Tortelli	NM	Self Invited	2018-08-22 14:11:17	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-08-23 14:48:35	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-08-23 14:49:02	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-08-23 14:49:29	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-08-24 11:22:13	jntortelli@yahoo.com	Addendum Notification
John Tortelli	NM	Self Invited	2018-08-31 11:47:56	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-09-06 07:46:09	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-09-14 14:39:05	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-09-14 14:39:21	jntortelli@yahoo.com	Bid Answer
John Tortelli	NM	Self Invited	2018-09-17 15:29:00	jntortelli@yahoo.com	Addendum Notification
John Tortelli	NM	Self Invited	2018-09-21 07:50:00	jntortelli@yahoo.com	Addendum Notification
John Tortelli	NM	Self Invited	2018-09-21 14:29:00	jntortelli@yahoo.com	Addendum Notification
John Tortelli	NM	Self Invited	2018-09-25 09:22:00	jntortelli@yahoo.com	Addendum Notification
Jose M. de la Hoz	FL	Classification	2018-08-06 16:20:11	jmdlh@aol.com	Bid Notification
Karcher North America, Inc.	CO	Classification	2018-08-06 16:20:11	corey.vincent@karcherna.com	Bid Notification
Katzon Brothers Inc.	CO	Classification	2018-08-06 16:20:11	sharond@katzson.com	Bid Notification
Ketch - On - Group	MO	Classification	2018-08-06 16:20:11	Ketch-on@live.com	Bid Notification
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-22 14:11:17	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-23 14:48:35	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-23 14:49:02	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-23 14:49:29	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-24 11:22:13	Kate@key4cleaningsupplies.com	Addendum Notification
Key 4 Cleaning Supplies	OH	Self Invited	2018-08-31 11:47:56	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-06 07:46:09	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-14 14:39:05	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-14 14:39:21	Kate@key4cleaningsupplies.com	Bid Answer
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-17 15:29:00	Kate@key4cleaningsupplies.com	Addendum Notification
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-21 07:50:00	Kate@key4cleaningsupplies.com	Addendum Notification
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-21 14:29:00	Kate@key4cleaningsupplies.com	Addendum Notification
Key 4 Cleaning Supplies	OH	Self Invited	2018-09-25 09:22:00	Kate@key4cleaningsupplies.com	Addendum Notification
Kleen-Tech	CO	Classification	2018-08-06 16:20:11	Bids@K-TServices.com	Bid Notification
Klingspor Corporation	NC	Classification	2018-08-06 16:20:11	wbids@woodworkingshop.com	Bid Notification
LabSource Inc	IL	Classification	2018-08-06 16:20:11	dporozinski@labsource.com	Bid Notification
Lawson Products, Inc	IL	Classification	2018-08-06 16:20:11	Imani.Woullard@lawsonproducts.com	Bid Notification
Lawson Products, Inc.	IL	Classification	2018-08-06 16:20:11	aubrey.welbers@lawsonproducts.com	Bid Notification
Leon Smith	AZ	Classification	2018-08-06 16:20:11	leon.smith@desertofficesupplies.com	Bid Notification
MedWaste Solutions, Inc	TX	Classification	2018-08-06 16:20:11	medwasteinfo@aol.com	Bid Notification
MedWaste Solutions, Inc	TX	Classification	2018-08-22 14:11:17	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-08-23 14:48:35	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-08-23 14:49:02	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-08-23 14:49:29	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-08-24 11:22:13	medwasteinfo@aol.com	Addendum Notification
MedWaste Solutions, Inc	TX	Classification	2018-08-31 11:47:56	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-09-06 07:46:09	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-09-14 14:39:05	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-09-14 14:39:21	medwasteinfo@aol.com	Bid Answer
MedWaste Solutions, Inc	TX	Classification	2018-09-17 15:29:00	medwasteinfo@aol.com	Addendum Notification
MedWaste Solutions, Inc	TX	Classification	2018-09-21 07:50:00	medwasteinfo@aol.com	Addendum Notification
MedWaste Solutions, Inc	TX	Classification	2018-09-21 14:29:00	medwasteinfo@aol.com	Addendum Notification
MedWaste Solutions, Inc	TX	Classification	2018-09-25 09:22:00	medwasteinfo@aol.com	Addendum Notification
Memco Inc	MO	Classification	2018-08-06 16:20:11	Elise.Altenbernd@MemcoSafety.com	Bid Notification
Metrochem, Inc. dba EnviroMet	WA	Classification	2018-08-06 16:20:11	chawley@spill-kit.com	Bid Notification
Midstate Industrial Supply	NY	Classification	2018-08-06 16:20:11	msis5903@aol.com	Bid Notification
Midway Battery	MO	Classification	2018-08-06 16:20:11	kevin@makpowerpros.com	Bid Notification
Midwest Motor Supply Co. Inc. DBA Kimball Midwest	OH	Classification	2018-08-06 16:20:11	govwebforms@kimballmidwest.com	Bid Notification
Minuteman International	IL	Classification	2018-08-06 16:20:11	mike@maradvanced.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2018-08-06 16:20:11	Kraymerp@modernimagingsolutions.com	Bid Notification
MODERN IMAGING SOLUTIONS, INS	CA	Classification	2018-08-06 16:20:11	jons@modernimagingsolutions.com	Bid Notification
Mojack Distributors, LLC	KS	Classification	2018-08-17 11:44:26	tim.gallier@themojack.com	Bid Notification
Names, Names, Names, Inc. dba Continental Chemical USA	FL	Classification	2018-08-06 16:20:11	maggie@continentalchemicalusa.com	Bid Notification
National Chemical Laboratories Inc	PA	Classification	2018-08-06 16:20:11	JSOCHA@NCLONLINE.COM	Bid Notification
NATIONAL DISCOUNT TEXTILES	CA	Classification	2018-08-06 16:20:11	MASON@BAREBONESWORKWEAR.COM	Bid Notification
Native Green LLC	MI	Classification	2018-08-06 16:20:11	nicole@gonativegreen.com	Bid Notification
NCH Corporation	TX	Classification	2018-08-06 16:20:11	Chemsearch.BidDepartment@nch.com	Bid Notification
NCH Corporation	TX	Classification	2018-08-22 14:11:17	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-08-23 14:48:35	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-08-23 14:49:02	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-08-23 14:49:29	Chemsearch.BidDepartment@nch.com	Bid Answer

NCH Corporation	TX	Classification	2018-08-24 11:22:13	Chemsearch.BidDepartment@nch.com	Addendum Notification
NCH Corporation	TX	Classification	2018-08-31 11:47:56	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-09-06 07:46:09	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-09-14 14:39:05	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-09-14 14:39:21	Chemsearch.BidDepartment@nch.com	Bid Answer
NCH Corporation	TX	Classification	2018-09-17 15:29:00	Chemsearch.BidDepartment@nch.com	Addendum Notification
NCH Corporation	TX	Classification	2018-09-21 07:50:00	Chemsearch.BidDepartment@nch.com	Addendum Notification
NCH Corporation	TX	Classification	2018-09-21 14:29:00	Chemsearch.BidDepartment@nch.com	Addendum Notification
NCH Corporation	TX	Classification	2018-09-25 09:22:00	Chemsearch.BidDepartment@nch.com	Addendum Notification
NEST	NJ	Classification	2018-08-06 16:20:11	lorie.walker@enternest.com	Bid Notification
New Pig Corporation	PA	Classification	2018-08-06 16:20:11	bids@newpig.com	Bid Notification
Nilfisk, Inc.	MN	Classification	2018-08-06 16:20:11	tina.barthel@nilfisk.com	Bid Notification
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-07 15:35:40	jen@northeastjanitorial.com	Bid Notification
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-14 14:39:05	jen@northeastjanitorial.com	Bid Answer
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-14 14:39:21	jen@northeastjanitorial.com	Bid Answer
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-17 15:29:00	jen@northeastjanitorial.com	Addendum Notification
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-21 07:50:00	jen@northeastjanitorial.com	Addendum Notification
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-21 14:29:00	jen@northeastjanitorial.com	Addendum Notification
Northeast Janitorial Supply, Inc.	NJ	Classification	2018-09-25 09:22:00	jen@northeastjanitorial.com	Addendum Notification
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-22 14:11:17	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-23 14:48:35	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-23 14:49:02	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-23 14:49:29	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-24 11:22:13	TONYA@NORTHEASTJANITORIAL.COM	Addendum Notification
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-08-31 11:47:56	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-06 07:46:09	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-14 14:39:05	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-14 14:39:21	TONYA@NORTHEASTJANITORIAL.COM	Bid Answer
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-17 15:29:00	TONYA@NORTHEASTJANITORIAL.COM	Addendum Notification
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-21 07:50:00	TONYA@NORTHEASTJANITORIAL.COM	Addendum Notification
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-21 14:29:00	TONYA@NORTHEASTJANITORIAL.COM	Addendum Notification
NORTHEAST JANITORIAL SUPPLY, INC.	NJ	Self Invited	2018-09-25 09:22:00	TONYA@NORTHEASTJANITORIAL.COM	Addendum Notification
Office Basics	PA	Classification	2018-08-06 16:20:11	rkendall@officebasics.com	Bid Notification
OFFICE TREE PRODUCTS LLC	NV	Classification	2018-08-06 16:20:11	jr@officetreeproducts.com	Bid Notification
Onvia	WA	Self Invited	2018-08-22 14:11:17	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-08-23 14:48:35	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-08-23 14:49:02	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-08-23 14:49:29	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-08-24 11:22:13	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2018-08-31 11:47:56	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-09-06 07:46:09	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-09-14 14:39:05	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-09-14 14:39:21	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2018-09-17 15:29:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2018-09-21 07:50:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2018-09-21 14:29:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2018-09-25 09:22:00	sourcemanagement2@onvia.com	Addendum Notification
PACIFIC INDUSTRIAL SUPPLY	CA	Classification	2018-08-06 16:20:11	PACIFICINDUSTRIALUSA@YAHOO.COM	Bid Notification
Pacific Office Solutions	WA	Classification	2018-08-06 16:20:11	jvaldez@posolutions.com	Bid Notification
Pancar IndustrialSupply	FL	Classification	2018-08-06 16:20:11	chipmoodyjr@aol.com	Bid Notification
Payless Janitorial Inc.	FL	Classification	2018-08-06 16:20:11	David@paylessjanitorial.net	Bid Notification
Pelican Sales Inc.	FL	Classification	2018-08-06 16:20:11	callena.spearman@pelican-sales.com	Bid Notification
Performance Safety Group	MO	Self Invited	2018-08-22 14:11:17	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-08-23 14:48:35	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-08-23 14:49:02	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-08-23 14:49:29	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-08-24 11:22:13	govt@psggear.com	Addendum Notification
Performance Safety Group	MO	Self Invited	2018-08-31 11:47:56	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-09-06 07:46:09	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-09-14 14:39:05	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-09-14 14:39:21	govt@psggear.com	Bid Answer
Performance Safety Group	MO	Self Invited	2018-09-17 15:29:00	govt@psggear.com	Addendum Notification
Performance Safety Group	MO	Self Invited	2018-09-21 07:50:00	govt@psggear.com	Addendum Notification
Performance Safety Group	MO	Self Invited	2018-09-21 14:29:00	govt@psggear.com	Addendum Notification
Performance Safety Group	MO	Self Invited	2018-09-25 09:22:00	govt@psggear.com	Addendum Notification
Platinum Venture Group	UT	Classification	2018-08-06 16:20:11	jay@platinumventuregroup.com	Bid Notification
Premier Paper and Packaging	MO	Classification	2018-08-06 16:20:11	bandb@premierpaper.com	Bid Notification
Professional Property Consultants & Services	CA	Classification	2018-08-06 16:20:11	cody@ppc-restore.com	Bid Notification
Pro-Link, Inc.	MA	Self Invited	2018-08-22 14:11:17	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-08-23 14:48:35	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-08-23 14:49:02	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-08-23 14:49:29	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-08-24 11:22:13	al.hudson@prolinkhq.com	Addendum Notification
Pro-Link, Inc.	MA	Self Invited	2018-08-31 11:47:56	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-09-06 07:46:09	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-09-14 14:39:05	al.hudson@prolinkhq.com	Bid Answer
Pro-Link, Inc.	MA	Self Invited	2018-09-14 14:39:21	al.hudson@prolinkhq.com	Bid Answer

Pro-Link, Inc.	MA	Self Invited	2018-09-17 15:29:00	al.hudson@prolinkhq.com	Addendum Notification
Pro-Link, Inc.	MA	Self Invited	2018-09-21 07:50:00	al.hudson@prolinkhq.com	Addendum Notification
Pro-Link, Inc.	MA	Self Invited	2018-09-21 14:29:00	al.hudson@prolinkhq.com	Addendum Notification
Pro-Link, Inc.	MA	Self Invited	2018-09-25 09:22:00	al.hudson@prolinkhq.com	Addendum Notification
Pyramid Paper Company	FL	Classification	2018-08-06 16:20:11	biddept@pyramidsp.com	Bid Notification
Quill Corporation	IL	Self Invited	2018-08-22 14:11:17	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-08-23 14:48:35	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-08-23 14:49:02	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-08-23 14:49:29	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-08-24 11:22:13	bid@quill.com	Addendum Notification
Quill Corporation	IL	Self Invited	2018-08-31 11:47:56	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-09-06 07:46:09	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-09-14 14:39:05	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-09-14 14:39:21	bid@quill.com	Bid Answer
Quill Corporation	IL	Self Invited	2018-09-17 15:29:00	bid@quill.com	Addendum Notification
Quill Corporation	IL	Self Invited	2018-09-21 07:50:00	bid@quill.com	Addendum Notification
Quill Corporation	IL	Self Invited	2018-09-21 14:29:00	bid@quill.com	Addendum Notification
Quill Corporation	IL	Self Invited	2018-09-25 09:22:00	bid@quill.com	Addendum Notification
QVS, Inc.	TN	Classification	2018-08-06 16:20:11	jaclark6@bellsouth.net	Bid Notification
QVS, Inc.	TN	Classification	2018-08-22 14:11:17	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-08-23 14:48:35	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-08-23 14:49:02	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-08-23 14:49:29	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-08-24 11:22:13	jaclark6@bellsouth.net	Addendum Notification
QVS, Inc.	TN	Classification	2018-08-31 11:47:56	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-09-06 07:46:09	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-09-14 14:39:05	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-09-14 14:39:21	jaclark6@bellsouth.net	Bid Answer
QVS, Inc.	TN	Classification	2018-09-17 15:29:00	jaclark6@bellsouth.net	Addendum Notification
QVS, Inc.	TN	Classification	2018-09-21 07:50:00	jaclark6@bellsouth.net	Addendum Notification
QVS, Inc.	TN	Classification	2018-09-21 14:29:00	jaclark6@bellsouth.net	Addendum Notification
QVS, Inc.	TN	Classification	2018-09-25 09:22:00	jaclark6@bellsouth.net	Addendum Notification
RAGGYME	CA	Classification	2018-08-06 16:20:11	raggytyme@yahoo.com	Bid Notification
Relda LLC	FL	Classification	2018-08-06 16:20:11	tsingleton@dermatec.net	Bid Notification
RJ Cellular & More	TX	Classification	2018-08-06 16:20:11	ronh67@gmail.com	Bid Notification
Rochester Midland Corp	NY	Classification	2018-08-06 16:20:11	pferruzza@rochestermidland.com	Bid Notification
Rochester Sweeping Service	MN	Classification	2018-08-06 16:20:11	jeffbr9@gmail.com	Bid Notification
				jojo@royalimaging solutions.com,eddie@royalimaging solutions.com,james@royalimaging solutions.com,ron@royalimaging solutions.com,kristofferson@royalimaging solutions.com,PIA@ROYALIMAGINGSOLUTIONS.COM,marivic@royalimaging solutions.com,marie.joy@royalimaging solutions.com	
Royal Media Network	MD	Classification	2018-08-06 16:20:11		Bid Notification
Royal Media Network Inc.	MD	Classification	2018-08-06 16:20:11	jude@royalimaging solutions.com	Bid Notification
ROYAL MEDIA NETWORK INC	MD	Classification	2018-08-06 16:20:11	mae@royalimaging solutions.com	Bid Notification
RPJ Enterprises LLC	MN	Classification	2018-08-06 16:20:11	paul.lealos@everestmh.com	Bid Notification
RPJ Enterprises LLC	MN	Classification	2018-08-22 14:11:17	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-22 14:11:17	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-08-23 14:48:35	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-23 14:48:35	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-23 14:49:02	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-08-23 14:49:02	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-08-23 14:49:29	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-23 14:49:29	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-24 11:22:13	rick@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-08-24 11:22:13	paul.lealos@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-08-31 11:47:56	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-08-31 11:47:56	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-09-06 07:46:09	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-09-06 07:46:09	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-09-14 14:39:05	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-09-14 14:39:05	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-09-14 14:39:21	rick@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Classification	2018-09-14 14:39:21	paul.lealos@everestmh.com	Bid Answer
RPJ Enterprises LLC	MN	Self Invited	2018-09-17 15:29:00	rick@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-09-17 15:29:00	paul.lealos@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Self Invited	2018-09-21 07:50:00	rick@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-09-21 07:50:00	paul.lealos@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-09-21 14:29:00	paul.lealos@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Self Invited	2018-09-21 14:29:00	rick@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Classification	2018-09-25 09:22:00	paul.lealos@everestmh.com	Addendum Notification
RPJ Enterprises LLC	MN	Self Invited	2018-09-25 09:22:00	rick@everestmh.com	Addendum Notification
R-SAFE Specialty	CA	Classification	2018-08-06 16:20:11	mike@r-safe.net	Bid Notification
Safety Counts	TX	Classification	2018-08-06 16:20:11	shaunda@safetycounts.net	Bid Notification
Safety-Kleen Systems, Inc.	TX	Classification	2018-08-06 16:20:11	SKGovernmentServices@safety-kleen.com	Bid Notification
SAFETY SUPPLY INC	TX	Classification	2018-08-06 16:20:11	shelley@SAFETYSUPPLYINC.COM	Bid Notification
SAFS, INC.	WA	Classification	2018-08-06 16:20:11	f.randall@safsinc.com	Bid Notification

SAFS, INC.	WA	Classification	2018-08-22 14:11:17	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-08-23 14:48:35	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-08-23 14:49:02	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-08-23 14:49:29	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-08-24 11:22:13	f.randall@safsinc.com	Addendum Notification
SAFS, INC.	WA	Classification	2018-08-31 11:47:56	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-09-06 07:46:09	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-09-14 14:39:05	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-09-14 14:39:21	f.randall@safsinc.com	Bid Answer
SAFS, INC.	WA	Classification	2018-09-17 15:29:00	f.randall@safsinc.com	Addendum Notification
SAFS, INC.	WA	Classification	2018-09-21 07:50:00	f.randall@safsinc.com	Addendum Notification
SAFS, INC.	WA	Classification	2018-09-21 14:29:00	f.randall@safsinc.com	Addendum Notification
SAFS, INC.	WA	Classification	2018-09-25 09:22:00	f.randall@safsinc.com	Addendum Notification
Sanico, Inc.	NY	Classification	2018-08-06 16:20:11	smacdermott@isanico.com	Bid Notification
School Specialty	WI	Self Invited	2018-08-22 14:11:17	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-08-23 14:48:35	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-08-23 14:49:02	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-08-23 14:49:29	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-08-24 11:22:13	bidnotices@schoolspecialty.com	Addendum Notification
School Specialty	WI	Self Invited	2018-08-31 11:47:56	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-09-06 07:46:09	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-09-14 14:39:05	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-09-14 14:39:21	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Self Invited	2018-09-17 15:29:00	bidnotices@schoolspecialty.com	Addendum Notification
School Specialty	WI	Self Invited	2018-09-21 07:50:00	bidnotices@schoolspecialty.com	Addendum Notification
School Specialty	WI	Self Invited	2018-09-21 14:29:00	bidnotices@schoolspecialty.com	Addendum Notification
School Specialty	WI	Self Invited	2018-09-25 09:22:00	bidnotices@schoolspecialty.com	Addendum Notification
Share Corporation	WI	Classification	2018-08-06 16:20:11	marge@sharecorp.com	Bid Notification
Share Corporation	WI	Self Invited	2018-08-22 14:11:17	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-08-23 14:48:35	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-08-23 14:49:02	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-08-23 14:49:29	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-08-24 11:22:13	laura@sharecorp.com	Addendum Notification
Share Corporation	WI	Self Invited	2018-08-31 11:47:56	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-09-06 07:46:09	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-09-14 14:39:05	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-09-14 14:39:21	laura@sharecorp.com	Bid Answer
Share Corporation	WI	Self Invited	2018-09-17 15:29:00	laura@sharecorp.com	Addendum Notification
Share Corporation	WI	Self Invited	2018-09-21 07:50:00	laura@sharecorp.com	Addendum Notification
Share Corporation	WI	Self Invited	2018-09-21 14:29:00	laura@sharecorp.com	Addendum Notification
Share Corporation	WI	Self Invited	2018-09-25 09:22:00	laura@sharecorp.com	Addendum Notification
Shiffler Equipment Sales, Inc.	OH	Classification	2018-08-06 16:20:11	a.kovach@shiffelerequip.com	Bid Notification
Shree Laxmi, Inc.	CT	Classification	2018-08-06 16:20:11	slbiz@gmail.com	Bid Notification
SID Ventures	TX	Classification	2018-08-06 16:20:11	shah@affordablewipers.com	Bid Notification
SMS AMBASSADORS CORP	OH	Classification	2018-08-06 16:20:11	SMS1@accesstoledo.com	Bid Notification
Specialty Packaging Company, LLC	AL	Classification	2018-08-06 16:20:11	spc10@bellsouth.net	Bid Notification
Stag Enterprise, Inc.	GA	Classification	2018-08-06 16:20:11	ericn@stagenterprise.com	Bid Notification
State Industrial Products	OH	Classification	2018-08-06 16:20:11	bwamser@stateindustrial.com	Bid Notification
State Industrial Products	OH	Classification	2018-08-22 14:11:17	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-08-23 14:48:35	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-08-23 14:49:02	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-08-23 14:49:29	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-08-24 11:22:13	bwamser@stateindustrial.com	Addendum Notification
State Industrial Products	OH	Classification	2018-08-31 11:47:56	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-09-06 07:46:09	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-09-14 14:39:05	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-09-14 14:39:21	bwamser@stateindustrial.com	Bid Answer
State Industrial Products	OH	Classification	2018-09-17 15:29:00	bwamser@stateindustrial.com	Addendum Notification
State Industrial Products	OH	Classification	2018-09-21 07:50:00	bwamser@stateindustrial.com	Addendum Notification
State Industrial Products	OH	Classification	2018-09-21 14:29:00	bwamser@stateindustrial.com	Addendum Notification
State Industrial Products	OH	Classification	2018-09-25 09:22:00	bwamser@stateindustrial.com	Addendum Notification
Stein's Inc.	MN	Self Invited	2018-08-22 14:11:17	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-08-23 14:48:35	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-08-23 14:49:02	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-08-23 14:49:29	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-08-24 11:22:13	neil@steinsinc.com	Addendum Notification
Stein's Inc.	MN	Self Invited	2018-08-31 11:47:56	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-09-06 07:46:09	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-09-14 14:39:05	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-09-14 14:39:21	neil@steinsinc.com	Bid Answer
Stein's Inc.	MN	Self Invited	2018-09-17 15:29:00	neil@steinsinc.com	Addendum Notification
Stein's Inc.	MN	Self Invited	2018-09-21 07:50:00	neil@steinsinc.com	Addendum Notification
Stein's Inc.	MN	Self Invited	2018-09-21 14:29:00	neil@steinsinc.com	Addendum Notification
Stein's Inc.	MN	Self Invited	2018-09-25 09:22:00	neil@steinsinc.com	Addendum Notification
STERIS Corporation	OH	Classification	2018-08-06 16:20:11	Julie_Dengate@steris.com	Bid Notification
Strategic Market Alliance	NC	Classification	2018-08-06 16:20:11	mrenkoski@smasolutions.com	Bid Notification
Sunbelt Laboratories	TX	Classification	2018-08-06 16:20:11	mksunlabs20@gmail.com	Bid Notification
Supply Sanitation Systems, LLC	TX	Classification	2018-08-06 16:20:11	gwulff@suppliesanitation.com	Bid Notification

Surtec, Inc.	CA	Classification	2018-08-06 16:20:11	csanders@surtecsystem.com	Bid Notification
Tacony Corporation	TX	Classification	2018-08-06 16:20:11	m.amos@tacony.com	Bid Notification
Tennant Sales and Service Company	MN	Classification	2018-08-06 16:20:11	tennantbid@tennantco.com	Bid Notification
Tennant Sales and Service Company	MN	Classification	2018-08-06 16:20:11	tennantbid@tennantco.com	Bid Notification
Tennant Sales and Service Company	MN	Classification	2018-08-22 14:11:17	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-08-23 14:48:35	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-08-23 14:49:02	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-08-23 14:49:29	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-08-24 11:22:13	tennantbid@tennantco.com	Addendum Notification
Tennant Sales and Service Company	MN	Classification	2018-08-31 11:47:56	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-09-06 07:46:09	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-09-14 14:39:05	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-09-14 14:39:21	tennantbid@tennantco.com	Bid Answer
Tennant Sales and Service Company	MN	Classification	2018-09-17 15:29:00	tennantbid@tennantco.com	Addendum Notification
Tennant Sales and Service Company	MN	Classification	2018-09-21 07:50:00	tennantbid@tennantco.com	Addendum Notification
Tennant Sales and Service Company	MN	Classification	2018-09-21 14:29:00	tennantbid@tennantco.com	Addendum Notification
Tennant Sales and Service Company	MN	Classification	2018-09-25 09:22:00	tennantbid@tennantco.com	Addendum Notification
Texas Correctional Industries	TX	Classification	2018-08-06 16:20:11	morgan.ashworth@tdcj.texas.gov	Bid Notification
Texas Storage System	TX	Classification	2018-08-06 16:20:11	tssinc@ymail.com	Bid Notification
Tex-Net, Inc	NJ	Classification	2018-08-06 16:20:11	parcage@aol.com	Bid Notification
The Education Cooperative	MA	Classification	2018-08-06 16:20:11	jpreble@tec-coop.org	Bid Notification
The Tranzonic Companies	OH	Classification	2018-08-06 16:20:11	swrona@ccpind.com	Bid Notification
Thresis Group, LLC	CT	Self Invited	2018-08-22 14:11:17	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-08-23 14:48:35	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-08-23 14:49:02	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-08-23 14:49:29	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-08-24 11:22:13	mjc@thresisgroup.com	Addendum Notification
Thresis Group, LLC	CT	Self Invited	2018-08-31 11:47:56	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-09-06 07:46:09	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-09-14 14:39:05	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-09-14 14:39:21	mjc@thresisgroup.com	Bid Answer
Thresis Group, LLC	CT	Self Invited	2018-09-17 15:29:00	mjc@thresisgroup.com	Addendum Notification
Thresis Group, LLC	CT	Self Invited	2018-09-21 07:50:00	bids@thresisgroup.com	Addendum Notification
Thresis Group, LLC	CT	Self Invited	2018-09-21 14:29:00	bids@thresisgroup.com	Addendum Notification
Thresis Group, LLC	CT	Self Invited	2018-09-25 09:22:00	bids@thresisgroup.com	Addendum Notification
Tigerdirect Inc	FL	Classification	2018-08-06 16:20:11	Derek.James@Tigerdirect.com	Bid Notification
Total Material Handling Solutions LLC	TX	Classification	2018-08-06 16:20:11	andrew@e-rackonline.com	Bid Notification
Triad Service Center	MI	Classification	2018-08-06 16:20:11	efinch@triadservice.com	Bid Notification
Triad Service Center	MI	Classification	2018-08-22 14:11:17	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-08-23 14:48:35	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-08-23 14:49:02	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-08-23 14:49:29	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-08-24 11:22:13	efinch@triadservice.com	Addendum Notification
Triad Service Center	MI	Classification	2018-08-31 11:47:56	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-09-06 07:46:09	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-09-14 14:39:05	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-09-14 14:39:21	efinch@triadservice.com	Bid Answer
Triad Service Center	MI	Classification	2018-09-17 15:29:00	efinch@triadservice.com	Addendum Notification
Triad Service Center	MI	Classification	2018-09-21 07:50:00	efinch@triadservice.com	Addendum Notification
Triad Service Center	MI	Classification	2018-09-21 14:29:00	efinch@triadservice.com	Addendum Notification
Triad Service Center	MI	Classification	2018-09-25 09:22:00	efinch@triadservice.com	Addendum Notification
Tricol Clean, Inc.	WA	Classification	2018-08-06 16:20:11	corey@tricolclean.com	Bid Notification
Tronex	NJ	Self Invited	2018-09-06 07:46:09	dkalabratzidis@tronexcompany.com	Bid Answer
Tronex	NJ	Self Invited	2018-09-14 14:39:05	dkalabratzidis@tronexcompany.com	Bid Answer
Tronex	NJ	Self Invited	2018-09-14 14:39:21	dkalabratzidis@tronexcompany.com	Bid Answer
Tronex	NJ	Self Invited	2018-09-17 15:29:00	dkalabratzidis@tronexcompany.com	Addendum Notification
Tronex	NJ	Self Invited	2018-09-21 07:50:00	dkalabratzidis@tronexcompany.com	Addendum Notification
Tronex	NJ	Self Invited	2018-09-21 14:29:00	dkalabratzidis@tronexcompany.com	Addendum Notification
Tronex	NJ	Self Invited	2018-09-25 09:22:00	dkalabratzidis@tronexcompany.com	Addendum Notification
Tronex International, Inc.	NJ	Self Invited	2018-08-22 14:11:17	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-08-23 14:48:35	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-08-23 14:49:02	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-08-23 14:49:29	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-08-24 11:22:13	srajsteter@tronexcompany.com	Addendum Notification
Tronex International, Inc.	NJ	Self Invited	2018-08-31 11:47:56	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-09-06 07:46:09	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-09-14 14:39:05	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-09-14 14:39:21	srajsteter@tronexcompany.com	Bid Answer
Tronex International, Inc.	NJ	Self Invited	2018-09-17 15:29:00	srajsteter@tronexcompany.com	Addendum Notification
Tronex International, Inc.	NJ	Self Invited	2018-09-21 07:50:00	srajsteter@tronexcompany.com	Addendum Notification
Tronex International, Inc.	NJ	Self Invited	2018-09-21 14:29:00	srajsteter@tronexcompany.com	Addendum Notification
Tronex International, Inc.	NJ	Self Invited	2018-09-25 09:22:00	srajsteter@tronexcompany.com	Addendum Notification
Troxell Communications, Inc.	IA	Self Invited	2018-08-22 14:11:17	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-08-23 14:48:35	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-08-23 14:49:02	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-08-23 14:49:29	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-08-24 11:22:13	rita.bermudez@trox.com	Addendum Notification
Troxell Communications, Inc.	IA	Self Invited	2018-08-31 11:47:56	rita.bermudez@trox.com	Bid Answer

Troxell Communications, Inc.	IA	Self Invited	2018-09-06 07:46:09	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-09-14 14:39:05	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-09-14 14:39:21	rita.bermudez@trox.com	Bid Answer
Troxell Communications, Inc.	IA	Self Invited	2018-09-17 15:29:00	rita.bermudez@trox.com	Addendum Notification
Troxell Communications, Inc.	IA	Self Invited	2018-09-21 07:50:00	rita.bermudez@trox.com	Addendum Notification
Troxell Communications, Inc.	IA	Self Invited	2018-09-21 14:29:00	rita.bermudez@trox.com	Addendum Notification
Troxell Communications, Inc.	IA	Self Invited	2018-09-25 09:22:00	rita.bermudez@trox.com	Addendum Notification
T.S. INDUSTRIAL SUPPLY	CA	Classification	2018-08-06 16:20:11	craig@tsindsupply.com	Bid Notification
ULTIMATE STRAP & PACK INC.	NY	Classification	2018-08-06 16:20:11	LEVYFR17@GMAIL.COM	Bid Notification
Unipak Corp.	NY	Self Invited	2018-08-22 14:11:17	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-08-23 14:48:35	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-08-23 14:49:02	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-08-23 14:49:29	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-08-24 11:22:13	unipakcorp@aol.com	Addendum Notification
Unipak Corp.	NY	Self Invited	2018-08-31 11:47:56	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-09-06 07:46:08	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-09-14 14:39:05	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-09-14 14:39:21	unipakcorp@aol.com	Bid Answer
Unipak Corp.	NY	Self Invited	2018-09-17 15:29:00	unipakcorp@aol.com	Addendum Notification
Unipak Corp.	NY	Self Invited	2018-09-21 07:50:00	unipakcorp@aol.com	Addendum Notification
Unipak Corp.	NY	Self Invited	2018-09-21 14:29:00	unipakcorp@aol.com	Addendum Notification
Unipak Corp.	NY	Self Invited	2018-09-25 09:22:00	unipakcorp@aol.com	Addendum Notification
United Laboratories, Inc.	IL	Classification	2018-08-06 16:20:11	vendorreg@unitedlabsinc.com	Bid Notification
Venus Supplies and Services	PA	Classification	2018-08-06 16:20:11	Terryg@VenusSuppliesCompany.com	Bid Notification
Venus Supplies and Services Company LLC	PA	Classification	2018-08-06 16:20:11	carlac@venussuppliescompany.com	Bid Notification
V & S Industrial Supply	TX	Classification	2018-08-06 16:20:11	vsales@arn.net	Bid Notification
VWR INTERNATIONAL LLC	PA	Classification	2018-08-06 16:20:11	government@vwr.com	Bid Notification
Washington Correctional Industries	WA	Classification	2018-08-06 16:20:11	donna.gober@doc.wa.gov	Bid Notification
WAXIE Sanitary Supply (Corporate Location)	CA	Classification	2018-08-06 16:20:11	rsevigny@waxie.com	Bid Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-06 16:20:11	jerry.wmpcs@comcast.net	Bid Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-22 14:11:17	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-23 14:48:35	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-23 14:49:02	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-23 14:49:29	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-24 11:22:13	jerry.wmpcs@comcast.net	Addendum Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-08-31 11:47:56	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-06 07:46:09	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-14 14:39:05	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-14 14:39:21	jerry.wmpcs@comcast.net	Bid Answer
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-17 15:29:00	jerry.wmpcs@comcast.net	Addendum Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-21 07:50:00	jerry.wmpcs@comcast.net	Addendum Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-21 14:29:00	jerry.wmpcs@comcast.net	Addendum Notification
West Michigan Power Cleaning Equipment	MI	Classification	2018-09-25 09:22:00	jerry.wmpcs@comcast.net	Addendum Notification
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-14 14:39:05	wjfunk18@gmail.com	Bid Answer
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-14 14:39:21	wjfunk18@gmail.com	Bid Answer
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-17 15:29:00	wjfunk18@gmail.com	Addendum Notification
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-21 07:50:00	wjfunk18@gmail.com	Addendum Notification
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-21 14:29:00	wjfunk18@gmail.com	Addendum Notification
William J. Funk Procurement Consulting Services	MA	Self Invited	2018-09-25 09:22:00	wjfunk18@gmail.com	Addendum Notification
WTF Marketing, LLC	NJ	Classification	2018-08-06 16:20:11	mgurell@wtfmarketing.net	Bid Notification
YORKTOWN INDUSTRIES, INC	CA	Classification	2018-08-06 16:20:11	ddavis@yorktownindustries.com	Bid Notification
Zenn Outfitters L.L.C	NC	Self Invited	2018-09-21 07:50:00	info@zengroup.com	Addendum Notification
Zenn Outfitters L.L.C	NC	Self Invited	2018-09-21 14:29:00	info@zengroup.com	Addendum Notification
Zenn Outfitters L.L.C	NC	Self Invited	2018-09-25 09:22:00	info@zengroup.com	Addendum Notification

Access Report

Agency Association of Educational Purchasing Agencies
 Bid Number 019-B
 Bid Title Custodial Supplies & Equipment

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
Greener Concepts	2018-08-28 09:58 AM CDT	2018-08-28 09:58 AM CDT		
Cintas Corporation	2018-08-23 10:37 AM CDT	2018-09-28 10:41 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Busch Systems International Inc.	2018-08-08 10:24 AM CDT	2018-10-01 04:21 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx Conference Call Notes Bid #019.docx AEPA Vendor Quarterly Report Template.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092118.docx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	2018-10-01 10:34 AM CDT
CENTRAL POLY-BAG CORP.	2018-08-07 07:36 AM CDT	2018-09-24 07:53 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Worldwide Technologies	2018-08-08 12:36 AM CDT	2018-08-08 12:36 AM CDT		
3G Chemical Solutions, LLC	2018-08-16 01:34 PM CDT	2018-09-21 10:10 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
CleaningProducts, Inc	2018-08-10 10:19 AM CDT	2018-09-21 03:32 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Northeast Janitorial Supply, Inc.	2018-09-07 12:45 PM CDT	2018-09-07 02:59 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	

Quill Corporation	2018-08-07 08:35 AM CDT	2018-10-01 01:08 PM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092518.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended_092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092118.docx</p> <p>Conference Call Notes Bid #019.docx</p> <p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	2018-09-28 07:59 AM CDT
ACCO Brands USA LLC	2018-09-18 04:03 PM CDT	2018-10-01 10:43 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
William J. Funk Procurement Consul	2018-09-13 04:25 PM CDT	2018-09-13 04:27 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
HiTouch Business Services	2018-08-16 10:03 AM CDT	2018-08-16 10:03 AM CDT		
State Industrial Products	2018-08-07 07:36 AM CDT	2018-09-27 03:27 PM CDT	<p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended_092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092518.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092118.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>Conference Call Notes Bid #019.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p>	2018-09-27 03:27 PM CDT
All American	2018-08-07 09:15 AM CDT	2018-09-06 09:29 AM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p>	
Tronex	2018-09-05 11:51 AM CDT	2018-09-05 11:51 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
Pro-Link, Inc.	2018-08-07 03:26 PM CDT	2018-10-01 10:58 AM CDT	<p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended_092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092518.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_092518.pdf</p> <p>Conference Call Notes Bid #019.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	2018-10-01 10:57 AM CDT
Unipak Corp.	2018-08-20 02:48 PM CDT	2018-09-27 10:24 AM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_092518.pdf</p> <p>Conference Call Notes Bid #019.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_092118.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended_092118.docx</p> <p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended_082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	
Onvia	2018-08-20 07:26 PM CDT	2018-08-20 07:27 PM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	

West Michigan Power Cleaning Equ	2018-08-07 07:04 AM CDT	2018-08-07 07:10 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
SAFS, INC.	2018-08-07 12:39 PM CDT	2018-09-21 03:56 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
RPJ Enterprises LLC	2018-08-06 05:27 PM CDT	2018-08-06 05:28 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
Caldwell Cleaning LLC	2018-08-07 07:29 AM CDT	2018-09-26 01:03 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Achilles Shield, Inc.	2018-08-27 10:27 AM CDT	2018-08-27 10:27 AM CDT		
Triad Service Center	2018-08-06 06:01 PM CDT	2018-08-23 10:22 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
AFP INDUSTRIES, INC.	2018-08-08 02:32 AM CDT	2018-09-03 04:09 AM CDT		
Empire Paper	2018-09-21 10:58 AM CDT	2018-09-25 11:41 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092118.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf	
AFFLINK, LLC	2018-08-22 09:00 AM CDT	2018-09-25 10:30 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
B & H Foto & Electronics Corp.	2018-08-24 12:49 PM CDT	2018-08-24 12:49 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
Troxell Communications, Inc.	2018-08-07 05:20 PM CDT	2018-08-07 05:20 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
The Education Cooperative	2018-08-21 08:44 AM CDT	2018-09-06 07:51 AM CDT		
MedWaste Solutions, Inc	2018-08-07 02:10 PM CDT	2018-08-07 02:11 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
AEPA PAEC	2018-08-07 08:45 AM CDT	2018-09-06 09:58 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
NORTHEAST JANITORIAL SUPPLY, IN	2018-08-13 08:24 AM CDT	2018-08-13 08:25 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf	
Generations Electrical Company	2018-09-17 11:51 AM CDT	2018-09-17 12:14 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
Clearwater Distribution Inc	2018-08-27 09:44 AM CDT	2018-09-17 07:54 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
IPEVO, Inc.	2018-08-13 03:52 AM CDT	2018-08-13 03:52 AM CDT		
QVS, Inc.	2018-08-06 05:55 PM CDT	2018-08-08 02:20 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
HP Products	2018-08-17 07:07 AM CDT	2018-08-17 07:30 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
National Chemical Laboratories Inc	2018-08-15 08:11 PM CDT	2018-08-15 08:11 PM CDT		
Stein's Inc.	2018-08-15 02:03 PM CDT	2018-09-24 10:22 AM CDT	Conference Call Notes Bid #019.docx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Buying Sources Inc.	2018-09-20 09:01 PM CDT	2018-09-22 11:20 AM CDT	Conference Call Notes Bid #019.docx AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf	
Global	2018-08-07 08:46 AM CDT	2018-08-07 08:57 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
Interboro Packaging Corporation	2018-08-07 08:35 AM CDT	2018-09-20 08:30 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	

Zenn Outfitters L.L.C	2018-09-19 10:33 AM CDT	2018-09-25 02:16 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf	
Royal Media Network	2018-09-19 10:40 AM CDT	2018-09-25 11:37 AM CDT		
Brulin Holding Co., Inc., (DBA BHC,	2018-08-07 05:54 AM CDT	2018-08-07 05:54 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
Tennant Sales and Service Company	2018-08-07 08:01 AM CDT	2018-08-07 08:02 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf	
Share Corporation	2018-08-07 08:02 AM CDT	2018-09-06 10:13 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Dodge Data & Analytics	2018-08-07 10:39 AM CDT	2018-10-02 01:22 AM CDT		
NCH Corporation	2018-08-07 10:26 AM CDT	2018-09-28 10:31 AM CDT	AEPA Vendor Quarterly Report Template.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
John Tortelli	2018-08-07 09:57 AM CDT	2018-09-17 07:06 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Anchorage Medical Equipment & Su	2018-09-19 07:29 AM CDT	2018-10-01 06:33 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
GTE Holdings, LLC	2018-08-15 08:22 AM CDT	2018-09-18 11:07 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Ecolab Inc.	2018-08-07 08:26 AM CDT	2018-09-24 01:25 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
School Specialty	2018-08-07 07:57 AM CDT	2018-09-21 07:15 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	
Wilson Enterprise, Inc.	2018-08-16 09:49 AM CDT	2018-08-16 09:49 AM CDT		
Dalco	2018-09-20 03:48 PM CDT	2018-09-21 09:10 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf	
G. Thornhill Inc.	2018-09-04 10:19 AM CDT	2018-09-04 10:21 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf	
RPI Enterprises LLC	2018-08-08 03:36 PM CDT	2018-09-21 08:59 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092118.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf	

Hillyard, Inc	2018-08-23 08:23 AM CDT	2018-09-27 02:26 PM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended 092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf</p> <p>Conference Call Notes Bid #019.docx</p> <p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092118.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended8.24.18.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	2018-09-27 02:08 PM CDT
Universal Protection Service, LP DBA/BioFit Engineered Products	2018-08-16 07:06 PM CDT	2018-08-29 10:06 AM CDT		
	2018-08-16 08:24 AM CDT	2018-08-16 08:24 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
Onvia	2018-08-20 03:28 PM CDT	2018-09-29 03:10 PM CDT		
Tukmol General Contractor	2018-08-10 08:26 PM CDT	2018-08-10 08:26 PM CDT		
Thresis Group, LLC	2018-08-07 06:53 AM CDT	2018-09-25 11:33 AM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p>	
Advanced Starlight International	2018-10-01 06:49 AM CDT	2018-10-01 10:34 AM CDT	<p>Conference Call Notes Bid #019.pdf</p> <p>AEPA Vendor Quarterly Report Template.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended 092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf</p>	
Royal Media Network, Inc.	2018-08-07 12:03 PM CDT	2018-08-07 12:03 PM CDT		
A Parts Warehouse	2018-08-14 02:43 PM CDT	2018-08-14 02:43 PM CDT		
Global Equipment Company, Inc.	2018-08-08 02:24 PM CDT	2018-09-11 08:05 AM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p>	
B & H Foto & Electronics Corp.	2018-09-17 05:21 PM CDT	2018-09-17 05:21 PM CDT		
Dalco Enterprises, Inc.	2018-09-20 04:22 PM CDT	2018-09-20 04:29 PM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf</p>	
Key 4 Cleaning Supplies	2018-08-10 10:40 AM CDT	2018-09-04 02:32 PM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p>	
Performance Safety Group	2018-08-08 11:34 AM CDT	2018-09-25 10:41 AM CDT	<p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092518.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms_Amended 092518.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 082418.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part E Signature Forms.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire.docx</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf</p> <p>AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx</p>	

Tronex International, Inc.	2018-08-07 09:27 AM CDT	2018-09-21 08:56 AM CDT	AEPA 019-B Custodial Supplies & Equipment - Part C Member Agency (State) Terms and Conditions_Amended_091418.pdf AEPA Vendor Quarterly Report Template.pdf AEPA 019-B Custodial Supplies & Equipment - Part D Questionnaire_Amended 092118.docx AEPA 019-B Custodial Supplies & Equipment - Part B Specifications_Amended_091418.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions_Amended 092118.pdf AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part F Discount Pricing Workbooks.xlsx	
Goddess Products Inc	2018-08-07 10:25 AM CDT	2018-09-17 04:59 PM CDT	AEPA 019-B Custodial Supplies & Equipment - Part B Specifications.pdf AEPA 019-B Custodial Supplies & Equipment - Part A Terms & Conditions.pdf	

AEPA 019 - Bid Opening

	Bid Security	Require Signature Forms	Part D - Questionnaire	Part F - Pricing Workbook	Letter of Credit/Annual Report	Warranties, Additional Services (Optional)	Additional Discounts (Optional)	Other (Optional)	Send to Bid Committee
Responding Company Names	Complete: Y or N	Signatures	Complete: Y or N	Complete: Y or N	Complete: Y or N	Y or N	Y or N		Y or N
019-A Telescopic Bleachers & Stadium Seating									
Hussey Seating Company 38 Dryer Street Ext North Berwick, ME 03906	Yes	Yes	Yes	No	Yes	Yes	-	Marketing Plan	No
019-B Custodial Supplies & Equipment									
Busch Systems International Inc. 81 Rawson Avenue Barrie, Ontario Canada L4N 6E5	Not Applicable	Yes	Yes	Yes	Yes	-	-	Marketing Plan	Yes
Hillyard, Inc. 127 Park Avenue East Hartford, CT 06108	Not Applicable	Yes	Yes	Yes	Yes	Yes	-	Marketing Plan	Yes
Pro-Link, Inc. 3300 Holcomb Bridge Rd, Suite 250 Peach Tree Corners, GA 30092	Not Applicable	Yes	Yes	Yes	Yes	-	-	Marketing Plan	Yes
Quill Corporation 100 Schelter Road Lincolnshire, IL 60069	Not Applicable	Yes	Yes	Yes	Yes	Yes	Yes	Marketing Plan	Yes
State Industrial Solutions 5915 Landerbrook Dr., Suite 300 Mayfield Heights, OH 44124	Not Applicable	Yes	Yes	Yes	Yes	-	-	Marketing Plan	Yes
019-C Office Supplies									
Quill Corporation 100 Schelter Road Lincolnshire, IL 60069	Not Applicable	Yes	Yes	Yes	Yes	Yes	-	Marketing Plan	Yes
School Specialty	Not Applicable	No	No	No	No	-	-	-	No
019-D Playground & Recreational Equipment									
Romtec, Inc. 18240 North Bank Rd. Roseburg, OR 97470	Yes	Yes	Yes	Yes	Yes	-	-	Marketing Plan	Yes
019-E School & Instructional Supplies									
BLICK Art Materials, LLC PO Box 1267 Galesburg, IL 61402	Not Applicable	Yes	Yes	Yes	Yes	-	Clarification Docs	-	Yes
hand2mind, Inc. dba ETA hand2mind 500 Greenview Court Vernon Hills, IL 60061	Not Applicable	No	yes	Yes	No	Yes	Yes	-	No
Kamico Industrial Media, Inc.	Not Applicable	No	No	No	No	-	-	-	No
Pitsco, Inc. PO Box 1708 Pittsburg, KS 66762	Not Applicable	Yes	Yes	Yes	Yes	Yes	-	Catalog	Yes
Quill Corporation 100 Schelter Road Lincolnshire, IL 60069	Not Applicable	Yes	Yes	Yes	Yes	Yes	Yes	Marketing Plan	Yes
School Specialty, Inc. W6316 Design Drive Greenville, WI 54942	Not Applicable	Yes	Yes	Yes	Yes	-	-	Marketing Plan	Yes
Youthlight, Inc. PO Box 115 Chapin, SC 29036	Not Applicable	No	Yes	No	No	-	-	-	No
Opening Date: October 1, 2018									
Opening Time: 12:40 p.m. CT/1:40 p.m. ET									
Exec. Bid Committee Chair: Jane Eastes									
Witnesses: George Wilson									
Anna Marie Hollander									
Ken Swink									
Lisa Truax									

Association of Educational Purchasing Agencies
Tabulation Report IFB #019-B - Custodial Supplies &
Equipment
Vendor: Busch Systems International Inc.

General Comments: Thank you for the opportunity to bid.

We offer flexible, creative and customizable recycling and waste container solutions to your Member Agencies that will assist them with environmental stewardship, and that are themselves environmentally friendly.

We hope that our submission will be of interest to AEPA and your Members.

Sincerely,

Michaela Nagy
Contracts Specialist

General Attachments: AEPA 019-B Product Catalog - Busch Systems.pdf
Exhibit B - Marketing Plan - Busch Systems.pdf
Part C - State Specific Forms - Busch Systems.pdf
Part D - Questionnaire - Busch Systems.pdf
Part E - Signature Forms - Busch Systems.pdf
Part F - Pricing Schedule - Busch Systems.xlsx

Company Information

Name of Bidding Company: Busch Systems International Inc.

Company Address: 81 Rawson Avenue

City, State Zipcode: Barrie, Ontario Canada L4N 6E5

Website: <http://www.buschsystems.com/>

Contact Person: Michaela Nagy

Title: Contracts Specialist

Phone: 1-800-565-9931 ext 1360

Email: michaelan@buschsystems.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a: public company privately owned company

In what year was this business started under its present name? 1985

Under what additional, or, former name(s) has your business operated? N/A

Is this business a corporation? No Yes. If yes, complete the following:

Date of Incorporation: 01 October, 1991

State of Incorporation: Ontario, Canada

Name of President: Craig Busch

Name(s) of Vice President(s): Bill Bradbury

Name of Treasurer: Elaine Heissler

Name of Secretary: Elaine Heissler

Is this business a partnership? No Yes. If yes, complete the following:

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable: _____

Name(s) of General Partner(s): _____

Is this business individually owned? No Yes. If yes, complete the following:

Date of Purchase: _____

State Founded: _____

Name of Owner/Operator: _____

Is this business different from those identified above? No Yes
 If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women owned? No Yes

Is this business minority owned? No Yes

Does this business have an Affirmative Action plan/statement? No Yes

Business Headquarter Location

Business Address 81 Rawson Avenue
City, State Zipcode Barrie, Ontario Canada L4N 6E5
Phone 1-800-565-9931
How long at this address? Five years

Business Branch Location(s)

Branch Address N/A
City, State Zipcode
Branch Address
City, State Zipcode
Branch Address
City, State Zipcode
Branch Address
City, State Zipcode

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for 2016, 2017, and 2018 YTD in the United States by the various public segments.

	2016	2017	2018 YTD
K-12 (public & private), Educational Service Agencies	192,990.70	361,208.26	223,329.55
Higher Education Institutions	1,180,384.23	1,872,722.37	1,187,933.29
Counties, Cities, Townships, Villages	1,848,218.59	1,280,217.36	1,170,179.66
States	5040.36	18,126.08	9674.82
Other Public Sector & Non-profits	363,871.61	149,207.45	214,743.11
Private Sector	2,714,247.33	4,435,876.82	4,260,161.51
Total	6,304,752.82	8,117,358.34	7,066,021.94

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Michaela Nagy	Contracts Specialist	800-565-9931 ext 1360	michaelan@buschsystems.com
Sales Manager	Christina Landry	Sales Manager	800-565-9931 ext 1070	christinal@buschsystems.com
Customer & Support Manager	Christina Landry	Sales Manager	800-565-9931 ext 1070	christinal@buschsystems.com

Distributors, Dealers, Installers, Sales Reps	Shannon Todd Rae-Ann Dos Reis Lisa Doucette Jeff Bound Michelle Dunn Rebecca Rourke	Regional Account Managers	800-565-9931	shannont@buschsystems.com raeannd@buschsystems.com lisad@buschsystems.com jbound@buschsystems.com michelled@buschsystems.com rebeccar@buschsystems.com
	Syvannah Vine	Waste Diversion Specialist	800-565-9931 ext 1750	syvannahv@buschsystems.com
	Alicia Freeborn	Account Coordinator	800-565-9931 ext 1510	aliciaf@buschsystems.com
	Diane Hubel Megan McKibbon	Customer Service Customer Service	800-565-9931 800-565-9931	dianeh@buschsystems.com meganm@buschsystems.com
	Quotes: Alicia Freeborn Invoicing: Jacqui Velocci Payments: Karen Young	Account Coordinator Sr. Bookkeeper Accounts Payable	800-565-9931 ext 1510 800-565-9931 ext 1880 800-565-9931 ext 1460	aliciaf@buschsystems.com jacquiv@buschsystems.com kareny@buschsystems.com
Warranty & After the Sale	Alicia Freeborn	Account Coordinator	800-565-9931 ext 1510	aliciaf@buschsystems.com
	Diane Hubel Megan McKibbon & Account Managers	Customer Service Customer Service	800-565-9931 800-565-9931	dianeh@buschsystems.com meganm@buschsystems.com
Financial Manager	Leigh Jackson	Accounting Manager	800-565-9931 ext 1180	leigh@buschsystems.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State
None employed in the United States		

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State
Head Office, Sales/Customer Support, Manufacturing, Distribution	Barrie	Ontario Canada
Manufacturing, Distribution	Montreal	Quebec Canada

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
Ashleigh Hunter	Marketing Manager	800-565-9931 ext 1286	ashleighh@buschsystems.com

Marketing Activities: Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2017– 2018 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

Busch Systems markets our products to the verticals listed via our website, free on-line Resource Center, e-blasts where permitted, blogs, free webinars, sustainability articles, providing support material for customer events, social media, press releases, community support and charity fundraising, attending trade shows and conferences and following up with booth visitors thereafter. Events attended during the specified period include: Indianapolis Recycling Coalition, RCBC, BOMA International, Green Sports Alliance Summit, PROP, ISSA, SWANA Wastecon, RCA, RAM SWANA, AASHE – Colleges & Universities, IFMA World Workplace, Canadian Waste & Recycling Expo, GreenBuild, NFMT Orlando, PM Expo, OPRA, NFMT, NSBA, Waste Expo, MASSbuys Expo, NRA Show, NRRRA, MWA – Municipal Waste Association, CHESC, IAVM, PROP.

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

Among other activities, the AEPA logo will be proudly displayed on our website, and customized Sell Sheets will be provided to Member Agencies and distributed at trade shows. On an ongoing basis, the Sales team will promote the contract to customers, to promote membership as they receive quote requests and inquiries. Please see Exhibit B for more details.

Sales Training: Explain how your business will educate your salesforce staff on the AEPA contract including timing, methods, etc.

Immediately upon contract award, a company-wide message will be sent announcing the award. Within two days, a meeting will be held to explain the contract and everyone's responsibilities. Hand-outs will act as reference tools. For every Member Agency that wishes to enter into a contract with us, there will be an additional training session with the Regional Account Manager and support staff responsible for that Member's location as those contracts are signed. The Sales team is also copied on all forms of advertising used to promote contracts and programs prior to their launch.

Environmental Initiatives

Describe how your products and/or services support environmental goals.

All of our products contain recycled content, and we pursue environmentally friendly manufacturing and business office practices. In addition, in 2017, Busch Systems launched our proprietary Resource Center analytical software. This is a free platform that promotes measuring and increasing the success of customers' recycling programs. This

resource promotes the proper use of Busch containers and provides unmatched support for our customers' environmental stewardship. The next step in this process and with the focus of going "above and beyond the bin" for 2018, Busch Systems is pleased to introduce a new department, which involved growing our staff to include a new Environmental Consultation team. This powerhouse will provide consultations on new and existing recycling and waste collection programs to set them up for success. By offering waste audits and consulting services, Busch System is able to provide a complete recycling and waste solutions team.

An important part of sustainability is also our social environment. We're dedicated to our philanthropic efforts on and off the clock and support a number of charities, including non-profit organizations in the United States and Canada who are doing great work in various areas of environmental protection, who we are supporting on behalf of and with the help of our customers. Please see <https://www.buschsystems.com/en-ca/about-busch-systems/charity-involvement/>

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

Manufactured and assembled in Canada from raw materials sourced in the US and Canada, all our containers are 100% recyclable and made with a minimum 35% recycled content, with some products containing from 65% to 100%. We publish our own sustainability goals and progress on our website at:

<https://www.buschsystems.com/en-ca/about-busch-systems/sustainability/>

We partner with mostly small/diverse or local businesses for the majority of our raw materials and components and have long-standing relationships with these valued suppliers. In addition, our R & D Department is always researching further sources in order to increase the Post-Consumer recycled content in our products, to offer a larger variety of materials to our customers, to further decrease our carbon footprint, and to stay ahead of trends in the industry. As much as possible, Busch Systems is working towards paperless, environmentally friendly business transactions with both our vendors and customers.

A great deal of thought and research has gone into our product packaging to reduce it to an absolute minimum, while still securely protecting our products. We use FSC certified corrugate in our packaging, which is recyclable.

Use of Busch Systems products contributes to your LEED points for projects that are pursuing LEED certification.

Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

Selection Criteria for Independent Providers: Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

Not Applicable.

Current Subcontractors, Distributors, Installers, Etc.: Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

Not Applicable

Disclosures

Line of Credit Letter or Annual Financial Report (REQUIRED): Attach a letter from the business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2015, 2016 and 2017). This letter should state the line of credit as a range (i.e. "credit in the low six figures" or "a credit line exceeding five figures"). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter. ~~Business may choose to state the letter of line of credit and/or Annual Report by email directly to the AEPA Executive Director, George Wilson, at gdwilson@aeпа.com. The Letter of Line of Credit and/or Annual Report must be received by the Executive Director by the October 1, 2018 at 1:30 P.M.~~

Legal: Does this business have actions currently filed against it? X No Yes

If Yes, ~~AN ATTACHMENT IS REQUIRED:~~ List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

References

Provide contact information of your business's five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1. West Goshen Township PA	Mike Caccavo		610-696-5266	mcaccavo@westgoshen.org
2. City of Portsmouth DPW NH	Jacob Levenson		603-766-1412	jalevenson@cityofportsmouth.com
3. Dakota County MN	Gena Gerard		952 891-7021	gena.gerard@co.dakota.mn.us
4. Travis County TX	Shaun Auckland		512 854-4496	shaun.auckland@traviscountytexas.gov
5. Marin County CA	Casey Poldino		415 473-6170	cpoldino@marincounty.org

Does this business offer local customer and support service options? X No Yes

Training: If applicable, does this business offer customer training for the products and services sold? No X Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

All Busch staff is trained on the features and benefits of our products. Regional Account Managers, Account Coordinators, and Customer Service staff are able to train customers, from initial customer query, and through the order process, on the best products for their waste collection program, optimal container placement, and proper signage. This takes place via telephone consultation. In addition, our Environmental Consultation team will provide consultations on new and existing recycling & waste collection programs and assisting with methodology for waste audits. This will be via telephone and skype. These services are available during our normal business hours of 8:30 AM to 6:00 PM EST.

Additional training events are presented via monthly webinars, and our on-line Resource Center provides 24/7 access to waste management tools, free downloads and informational blogs and videos.

Pricing:

Is your pricing methodology guaranteed for the term of the contract? No X Yes

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? No X Yes

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? X No Yes

Will you offer volume price discounts as described in the pricing terms of Part A? X No Yes

Competitiveness: In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than what your company offers to individual customers and/or cooperatives with equal to or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing offered to individual customers and/or cooperatives with equal to or lower volume? No X Yes

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

X Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

Pricing is LESS THAN individual customer and/or cooperatives. Lower by %

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? No X Yes

If YES, identify which cooperative and the respective expiration date(s).

TIPS 30 June 2021; HGACBuy 31 December 2020; BuyBoard 31 March 2019

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

We do our best to fulfill the requirements of all contracts we hold, and will promote each contract in the ways we have promised.

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
X	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Shipping & Handling: Orders that are \$50.00 or more shall include free shipping and handling. What is the flat rate your company will charge, regardless of where shipped in the continental United States, for orders less than \$50.00?

**\$42.95
Shipping &
Handling
are also
extra on
orders that
are \$50.00
or more and
not included
in the MSRP
or
discounted
prices
quoted**

Product Returns: Does your business have a return policy? _____ No _____ X Yes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

Busch Systems accepts returns and exchanges up to 30 days after delivery for most stock products. Some exceptions apply. Items must be unused and in original packaging. Custom-stamped, modified products and some promotional items are final sale. Exchanges initiated after 30 days of receipt may be subject to a 25% restocking fee and freight charges. If your items arrive damaged or defective please note it on the Bill of Lading immediately, and send us pictures of the packaging and the damaged/defective product for assessment. We will be happy to repair/replace your products free of charge, and arrange the return freight at our cost.

Payment Terms: Will your business offer AEPA buyer's a quick pay discount? _____ X _____ No _____ Yes

If YES, what is the discount? N/A %Net

Leasing: Do your business offer leasing arrangements under this bid? No Yes

X

If Yes, please indicate the rate factor and other cost factors below.

N/A

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X ref. Training	X ref. leading with one contract over another. We fulfill commitments to all our contracts.
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	
6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.	X	
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
8. Attend two (2) AEPA meetings each year (see Part A)	X	
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	X	
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
X	Yes , this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception
Part A, V. General Terms And Conditions For All Agencies Page 16	12.	Delivery Terms, Conditions and Requirements, Restocking Fees	Fees will apply to customized product that is cancelled after production has begun (i.e. custom-stamped bins etc.), even if the product has not yet been delivered.
Part B, Special Terms and Conditions Page 3	5.2	Endeavour to supply products that are made in the United States of America	We manufacture our products in Canada, from raw materials largely purchased in the United States.
Part B, Special Terms and Conditions Page 3	5.7	Certifications	The types of recycling & waste containers we are offering are not subject to any of the certifications or testing listed.

Deviations

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
X	Yes , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation
6.3 page 4	Shipping time ARO	Shipping time will depend on product ordered, customizations/artwork, and quantity.
6.15 page 4	Technical support	Technical support available 8:30 AM to 6:00 PM EST M – F by live Canadian Customer Service
6.19 page 4	Free shipping	Shipping and handling are extra and in addition to MSRP and discounted pricing quoted for orders \$50.00 and over. A flat rate has been quoted for orders under \$50.00
7.19 page 5	Green Seal or equivalent	The types of recycling & waste containers we are offering are not subject to this type of certification. All products quoted contain recycled content.

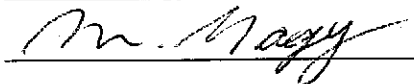


Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>Busch Systems International Inc.</u>	Date	<u>27 September, 2018</u>
Address	<u>81 Rawson Avenue</u>	City, State Zip	<u>Barrie, Ontario Canada L4N 6E5</u>
Contact Person	<u>Michaela Nagy</u>	Title	<u>Contracts Specialist</u>
Authorized Signature		Title	<u>Contracts Specialist</u>
Email	<u>michaelan@buschsystems.com</u>	Phone	<u>1-800-565-9931 ext 1360</u>

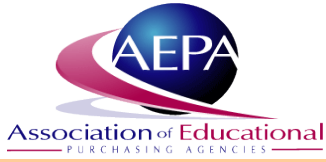
PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency _____

Authorized Representative _____

Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)		Or March 1, 2019



Part F.1 – Catalog Discount for Items in a Commercially Available Catalog

AEPA #019-B Custodial Supplies and Equipment

Bidding Company Name: *Busch Systems International Inc.*

Name of Catalog: *Busch Systems Waste & Recycling Containers*
(This must be the catalog in effect as of the bid date)

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

Part F.1 is a REQUIRED FORM

No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1	Waste Receptacle Products	20%	All waste and recycling receptacle products offered are 20% off of MSRP.	1
2				2
3				3
4				4
5				5
6				6
7				7
8				8
9				9
10				10
11				11
12				12
13				13
14				14
15				15
16				16
17				17
18				18
19				19
20				20
21				21
22				22
23				23
24				24
25				25
26				26
27				27
28				28
29				29
30				30
31				31
32				32
33				33
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38				38
39				39
40				40



**Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment**

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Waste Receptacles	Kovah	Busch Systems International Inc.	90300	90300	EA	\$ 599.00	20.0%	\$ 479.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	1
2	Waste Receptacles	Aristata Single - Tier 2	Busch Systems International Inc.	810001-4	810001-4	EA	\$ 352.09	20.0%	\$ 281.67	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	2
3	Waste Receptacles	Aristata Single - Tier 3	Busch Systems International Inc.	810002-4	810002-4	EA	\$ 398.09	20.0%	\$ 318.47	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	3
4	Waste Receptacles	Aristata Single - Tier 4	Busch Systems International Inc.	810003-4	810003-4	EA	\$ 433.04	20.0%	\$ 346.43	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	4
5	Waste Receptacles	Aristata Double - Tier 2	Busch Systems International Inc.	810005-14 / 810005-24	810005-14 / 810005-24	EA	\$ 466.13	20.0%	\$ 372.90	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	5
6	Waste Receptacles	Aristata Double - Tier 3	Busch Systems International Inc.	810006-14 / 810006-24	810006-14 / 810006-24	EA	\$ 536.13	20.0%	\$ 428.90	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	6
7	Waste Receptacles	Aristata Double - Tier 4	Busch Systems International Inc.	810007-14 / 810007-24	810007-14 / 810007-24	EA	\$ 576.13	20.0%	\$ 460.90	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	7
9	Waste Receptacles	Aristata Triple - Tier 2	Busch Systems International Inc.	810009-134 / 810009-444	810009-134 / 810009-444	EA	\$ 608.27	20.0%	\$ 486.61	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	9
10	Waste Receptacles	Aristata Triple - Tier 3	Busch Systems International Inc.	810010-134 / 810010-444	810010-134 / 810010-444	EA	\$ 648.27	20.0%	\$ 518.61	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	10
11	Waste Receptacles	Aristata Triple - Tier 4	Busch Systems International Inc.	810011-134 - 810011-444	810011-134 - 810011-444	EA	\$ 738.27	20.0%	\$ 590.61	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	11

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
13	Waste Receptacles	Evolve Single - Cube	Busch Systems International Inc.	8109000-1 / 8109001-1 / 8109002-1 / 8109003-4 / 8109004-4	8109000-1 / 8109001-1 / 8109002-1 / 8109003-4 / 8109004-4	EA	\$ 349.55	20.0%	\$ 279.64	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	13
14	Waste Receptacles	Evolve Single - Ellipse	Busch Systems International Inc.	8109005-1 / 8109006-1 / 8109007-2 / 8109008-4 / 8109009-4	8109005-1 / 8109006-1 / 8109007-2 / 8109008-4 / 8109009-4	EA	\$ 349.55	20.0%	\$ 279.64	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	14
15	Waste Receptacles	Evolve Single - Cube Slim	Busch Systems International Inc.	8109024-4	8109024-4	EA	\$ 309.55	20.0%	\$ 247.64	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	15
16	Waste Receptacles	Evolve Single - Ellipse Slim	Busch Systems International Inc.	8109025-4	8109025-4	EA	\$ 289.28	20.0%	\$ 231.42	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	16
17	Waste Receptacles	Evolve Double - Cube	Busch Systems International Inc.	8109013-24 / 8109012-24 / 8109011-14 / 8109010-14	8109013-24 / 8109012-24 / 8109011-14 / 8109010-14	EA	\$ 699.10	20.0%	\$ 559.28	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	17
18	Waste Receptacles	Evolve Double - Ellipse	Busch Systems International Inc.	8109017-24 / 8109016-24 / 8109015-14 / 8109014-14	8109017-24 / 8109016-24 / 8109015-14 / 8109014-14	EA	\$ 699.10	20.0%	\$ 559.28	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	18
19	Waste Receptacles	Evolve Double - Cube Slim	Busch Systems International Inc.	8109027-44 / 8109026-44	8109027-44 / 8109026-44	EA	\$ 619.10	20.0%	\$ 495.28	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	19
20	Waste Receptacles	Evolve Double - Ellipse Slim	Busch Systems International Inc.	8109029-44 / 8109028-44	8109029-44 / 8109028-44	EA	\$ 578.56	20.0%	\$ 462.84	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	20
21	Waste Receptacles	Evolve Triple - (1) Cube, (2) Ellipse	Busch Systems International Inc.	8109021-442 / 8109020-424 / 8109019-143 / 8109018-134	8109021-442 / 8109020-424 / 8109019-143 / 8109018-134	EA	\$ 1,048.65	20.0%	\$ 838.92	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	21
22	Waste Receptacles	Evolve Triple - Cube Slim	Busch Systems International Inc.	8109032-444 / 8109031-444	8109032-444 / 8109031-444	EA	\$ 928.68	20.0%	\$ 742.94	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	22
23	Waste Receptacles	Evolve Triple - (1) Cube Slim, (2) Ellipse Slim	Busch Systems International Inc.	8109033-444	8109033-444	EA	\$ 888.11	20.0%	\$ 710.48	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	23

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
24	Waste Receptacles	Evolve Quad - (2) Cube, (2) Ellipse	Busch Systems International Inc.	8109023-3144 / 8109022-4134	8109023-3144 / 8109022-4134	EA	\$ 1,398.20	20.0%	\$ 1,118.56	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	24
25	Waste Receptacles	Evolve Quad - (2) Cube Slim, (2) Ellipse Slim	Busch Systems International Inc.	8109035-4444	8109035-4444	EA	\$ 1,197.66	20.0%	\$ 958.12	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	25
26	Waste Receptacles	Evolve Single - Cube Blue	Busch Systems International Inc.	8109037-1 / 8109036-2	8109037-1 / 8109036-2	EA	\$ 379.53	20.0%	\$ 303.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	26
27	Waste Receptacles	Evolve Single - Cube Grey	Busch Systems International Inc.	8109038-4	8109038-4	EA	\$ 379.53	20.0%	\$ 303.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	27
28	Waste Receptacles	Evolve Single - Cube Green	Busch Systems International Inc.	8109039-4	8109039-4	EA	\$ 379.53	20.0%	\$ 303.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	28
29	Waste Receptacles	Evolve Single - Cube Slim Blue	Busch Systems International Inc.	8109041-4 / 8109040-4	8109041-4 / 8109040-4	EA	\$ 332.53	20.0%	\$ 266.02	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	29
30	Waste Receptacles	Evolve Single - Cube Slim Grey	Busch Systems International Inc.	8109042-4	8109042-4	EA	\$ 332.53	20.0%	\$ 266.02	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	30
31	Waste Receptacles	Evolve Single - Cube Slim Green	Busch Systems International Inc.	8109043-4	8109043-4	EA	\$ 332.53	20.0%	\$ 266.02	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	31
32	Waste Receptacles	Evolve Double - Black & Blue - Cube	Busch Systems International Inc.	8109045-24 / 8109044-14	8109045-24 / 8109044-14	EA	\$ 729.06	20.0%	\$ 583.24	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	32
33	Waste Receptacles	Evolve Double - Black & Blue - Cube Slim	Busch Systems International Inc.	8109046-44 / 8109047-44	8109046-44 / 8109047-44	EA	\$ 642.06	20.0%	\$ 513.64	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	33
34	Waste Receptacles	Evolve Triple - Black, Blue, Green - Cube	Busch Systems International Inc.	8109048-134 / 8109050-244	8109048-134 / 8109050-244	EA	\$ 1,108.59	20.0%	\$ 886.87	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	34

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
35	Waste Receptacles	Evolve Triple - Blue, Grey, Black - Cube	Busch Systems International Inc.	8109049-134	8109049-134	EA	\$ 1,108.59	20.0%	\$ 886.87	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	35
36	Waste Receptacles	Evolve Triple - Blue, Grey, Black - Cube Slim	Busch Systems International Inc.	8109052-444	8109052-444	EA	\$ 974.58	20.0%	\$ 779.66	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	36
37	Waste Receptacles	Evolve Triple - Black, Blue, Green - Cube Slim	Busch Systems International Inc.	8109053-444	8109053-444	EA	\$ 974.58	20.0%	\$ 779.66	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	37
38	Waste Receptacles	Evolve Quad - Blue, Grey, Green, Black - Cube	Busch Systems International Inc.	8109054-1344	8109054-1344	EA	\$ 1,488.12	20.0%	\$ 1,190.49	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	38
39	Waste Receptacles	Evolve Quad - Blue, Grey, Green, Black - Cube Slim	Busch Systems International Inc.	8109055-4444	8109055-4444	EA	\$ 1,307.11	20.0%	\$ 1,045.68	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	39
40	Waste Receptacles	Evolve Canopy - Black	Busch Systems International Inc.	90181	90181	EA	\$ 339.00	20.0%	\$ 271.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	40
41	Waste Receptacles	Evolve Canopy - Blue	Busch Systems International Inc.	90182	90182	EA	\$ 369.00	20.0%	\$ 295.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	41
42	Waste Receptacles	Evolve Canopy - Grey	Busch Systems International Inc.	90183	90183	EA	\$ 369.00	20.0%	\$ 295.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	42
43	Waste Receptacles	Boka Single	Busch Systems International Inc.	8108000 / 8108001 / 8108002	8108000 / 8108001 / 8108002	EA	\$ 675.75	20.0%	\$ 540.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	43
44	Waste Receptacles	Boka Single XL	Busch Systems International Inc.	8108003 / 8108004 / 8108005	8108003 / 8108004 / 8108005	EA	\$ 925.75	20.0%	\$ 740.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	44
45	Waste Receptacles	Boka Double	Busch Systems International Inc.	8108006 / 8108007	8108006 / 8108007	EA	\$ 1,456.50	20.0%	\$ 1,165.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	45

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
46	Waste Receptacles	Boka Double Canopy	Busch Systems International Inc.	8108009 / 8108010	8108009 / 8108010	EA	\$ 2,012.29	20.0%	\$ 1,609.83	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	46
47	Waste Receptacles	Boka Double Clear	Busch Systems International Inc.	8108012 / 8108013	8108012 / 8108013	EA	\$ 2,012.29	20.0%	\$ 1,609.83	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	47
48	Waste Receptacles	Boka Triple	Busch Systems International Inc.	8108008	8108008	EA	\$ 1,977.00	20.0%	\$ 1,581.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	48
49	Waste Receptacles	Boka Triple Canopy	Busch Systems International Inc.	8108011	8108011	EA	\$ 2,295.00	20.0%	\$ 1,836.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	49
50	Waste Receptacles	Spectrum Single - Ellipse	Busch Systems International Inc.	8107000-1 / 8107001-1 / 8107002-1 / 8107003-1 / 8107004-2 / 8107005-2 / 8107006-2 / 8107007-3 / 8107008-3 / 8107009-3 / 8107010-3 / 8107011-4 / 8107012-4 / 8107013-4 / 8107014-4 / 8107015-4 / 8107016-4 / 8107017-4 / 8107018-4	8107000-1 / 8107001-1 / 8107002-1 / 8107003-1 / 8107004-2 / 8107005-2 / 8107006-2 / 8107007-3 / 8107008-3 / 8107009-3 / 8107010-3 / 8107011-4 / 8107012-4 / 8107013-4 / 8107014-4 / 8107015-4 / 8107016-4 / 8107017-4 / 8107018-4	EA	\$ 291.18	20.0%	\$ 232.94	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	50
51	Waste Receptacles	Spectrum Single - Ellipse Slim	Busch Systems International Inc.	8107019-1 / 8107020-1 / 8107021-1 / 8107022-1 / 8107023-4 / 8107024-4 / 8107025-4 / 8107026-4 / 8107027-4 / 8107028-4 / 8107029-4 / 8107030-4 / 8107031-4 / 8107032-4 / 8107033-4 / 8107034-4 / 8107035-4 / 8107036-4	8107019-1 / 8107020-1 / 8107021-1 / 8107022-1 / 8107023-4 / 8107024-4 / 8107025-4 / 8107026-4 / 8107027-4 / 8107028-4 / 8107029-4 / 8107030-4 / 8107031-4 / 8107032-4 / 8107033-4 / 8107034-4 / 8107035-4 / 8107036-4	EA	\$ 251.18	20.0%	\$ 200.94	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	51
52	Waste Receptacles	Spectrum Single - Cube	Busch Systems International Inc.	8107037-1 / 8107038-1 / 8107039-1 / 8107040-1 / 8107041-2 / 8107042-2 / 8107043-2 / 8107044-3 / 8107045-3 / 8107046-3 / 8107047-3 / 8107048-4 / 8107049-4 / 8107050-4 / 8107051-4 / 8107052-4 / 8107053-4	8107037-1 / 8107038-1 / 8107039-1 / 8107040-1 / 8107041-2 / 8107042-2 / 8107043-2 / 8107044-3 / 8107045-3 / 8107046-3 / 8107047-3 / 8107048-4 / 8107049-4 / 8107050-4 / 8107051-4 / 8107052-4 / 8107053-4	EA	\$ 281.18	20.0%	\$ 224.94	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	52

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
53	Waste Receptacles	Spectrum Single - Cube Slim	Busch Systems International Inc.	8107054-1 / 8107055-1 / 8107056-1 / 8107057-1 / 8107058-1 / 8107059-2 / 8107060-2 / 8107061-2 / 8107062-3 / 8107063-3 / 8107064-3 / 8107065-3 / 8107066-3 / 8107067-4 / 8107068-4 / 8107069-4 / 8107070-4 / 8107071-4 / 8107072-4 / 8107073-4	8107054-1 / 8107055-1 / 8107056-1 / 8107057-1 / 8107058-1 / 8107059-2 / 8107060-2 / 8107061-2 / 8107062-3 / 8107063-3 / 8107064-3 / 8107065-3 / 8107066-3 / 8107067-4 / 8107068-4 / 8107069-4 / 8107070-4 / 8107071-4 / 8107072-4 / 8107073-4	EA	\$ 251.18	20.0%	\$ 200.94	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	53
54	Waste Receptacles	Spectrum Single - Round	Busch Systems International Inc.	8107125-4 / 8107126-4 / 8107127-4 / 8107128-4	8107125-4 / 8107126-4 / 8107127-4 / 8107128-4	EA	\$ 305.00	20.0%	\$ 244.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	54
55	Waste Receptacles	Spectrum Double - Ellipse	Busch Systems International Inc.	8107074-14 / 8107075-24 / 8107076-44 / 8107077-14 / 8107078-24 / 8107079-44 / 8107080-44 / 8107081-44	8107074-14 / 8107075-24 / 8107076-44 / 8107077-14 / 8107078-24 / 8107079-44 / 8107080-44 / 8107081-44	EA	\$ 582.36	20.0%	\$ 465.88	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	55
56	Waste Receptacles	Spectrum Double - Ellipse Slim	Busch Systems International Inc.	8107082-14 / 8107083-24 / 8107084-44 / 8107085-14 / 8107086-24 / 8107087-44 / 8107088-44 / 8107089-44	8107082-14 / 8107083-24 / 8107084-44 / 8107085-14 / 8107086-24 / 8107087-44 / 8107088-44 / 8107089-44	EA	\$ 502.36	20.0%	\$ 401.88	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	56
57	Waste Receptacles	Spectrum Double - Cube	Busch Systems International Inc.	8107090-14 / 8107091-24 / 8107092-44	8107090-14 / 8107091-24 / 8107092-44	EA	\$ 562.36	20.0%	\$ 449.88	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	57
58	Waste Receptacles	Spectrum Double - Cube Slim	Busch Systems International Inc.	8107093-14 / 8107094-24 / 8107095-44 / 8107096-14 / 8107097-24 / 8107098-44 / 8107099-44 / 8107100-44	8107093-14 / 8107094-24 / 8107095-44 / 8107096-14 / 8107097-24 / 8107098-44 / 8107099-44 / 8107100-44	EA	\$ 502.36	20.0%	\$ 401.88	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	58
59	Waste Receptacles	Spectrum Triple - (1) Cube, (2) Ellipse	Busch Systems International Inc.	8107101-134 / 8107102-134 / 8107103-134 / 8107104-424 / 8107105-424 / 8107106-134 / 8107107-424	8107101-134 / 8107102-134 / 8107103-134 / 8107104-424 / 8107105-424 / 8107106-134 / 8107107-424	EA	\$ 863.54	20.0%	\$ 690.83	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	59
60	Waste Receptacles	Spectrum Triple - (1) Cube Slim, (2) Ellipse Slim	Busch Systems International Inc.	8107108-134 / 8107109-134 / 8107110-134 / 8107111-424 / 8107112-424 / 8107113-134 / 8107114-424 / 8107115-134 / 8107116-424	8107108-134 / 8107109-134 / 8107110-134 / 8107111-424 / 8107112-424 / 8107113-134 / 8107114-424 / 8107115-134 / 8107116-424	EA	\$ 753.54	20.0%	\$ 602.83	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	60
61	Waste Receptacles	Spectrum Quad - (2) Cube, (2) Ellipse	Busch Systems International Inc.	8107117-4134 / 8107118-4314 / 8107119-4134 / 8107120-4134	8107117-4134 / 8107118-4314 / 8107119-4134 / 8107120-4134	EA	\$ 1,144.72	20.0%	\$ 915.77	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	61
62	Waste Receptacles	Spectrum Quad - (2) Cube Slim, (2) Ellipse Slim	Busch Systems International Inc.	8107121-4134 / 8107122-4314 / 8107123-4134 / 8107124-4134	8107121-4134 / 8107122-4314 / 8107123-4134 / 8107124-4134	EA	\$ 1,004.72	20.0%	\$ 803.77	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	62

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
63	Waste Receptacles	Infinite Elite	Busch Systems International Inc.	8103000-4 / 8103001-4 / 8103002-4 / 8103003-2 / 8103004-2 / 8103005-2 / 103006-4 / 8103007-4 / 8103008-4 / 8103009-4 / 8103010-4 / 8103011-4 / 8103012-4	8103000-4 / 8103001-4 / 8103002-4 / 8103003-2 / 8103004-2 / 8103005-2 / 103006-4 / 8103007-4 / 8103008-4 / 8103009-4 / 8103010-4 / 8103011-4 / 8103012-4	EA	\$ 269.60	20.0%	\$ 215.68	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	63
64	Waste Receptacles	Infinite Elite Canopy	Busch Systems International Inc.	8103013 / 8103014 / 8103015 / 8103016 / 8103017 / 8103018 / 8103019 / 8103020 / 8103021 / 8103022	8103013 / 8103014 / 8103015 / 8103016 / 8103017 / 8103018 / 8103019 / 8103020 / 8103021 / 8103022	EA	\$ 269.60	20.0%	\$ 215.68	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	64
65	Waste Receptacles	Infinite	Busch Systems International Inc.	8103023 / 8103024	8103023 / 8103024	EA	\$ 235.30	20.0%	\$ 188.24	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	65
66	Waste Receptacles	Pavilion	Busch Systems International Inc.	8117000-134 / 8107001-134 / 8107002-244 / 8117003-244	8117000-134 / 8107001-134 / 8107002-244 / 8117003-244	EA	\$ 796.49	20.0%	\$ 637.19	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	66
67	Waste Receptacles	Waste Watcher Single	Busch Systems International Inc.	8105000-4 / 8105001-5 / 8105002-4 / 8105003-5 / 8105004-1 / 8105005-1 / 8105006-1 / 8105007-3 / 8105008-3 / 8105010-3 / 8105011-4 / 8105012-4 / 8105013-5 / 8105014-2 / 8106000-4 / 8106001-5 / 8106002-4 / 8106003-5 / 8106004-1 / 8106005-1 / 8106007-3 / 8106008-3 / 8106009-3 / 8106011-4 / 8106012-5 / 8106013-4 / 8106014-5 / 8106015-2	8105000-4 / 8105001-5 / 8105002-4 / 8105003-5 / 8105004-1 / 8105005-1 / 8105006-1 / 8105007-3 / 8105008-3 / 8105010-3 / 8105011-4 / 8105012-4 / 8105013-5 / 8105014-2 / 8106000-4 / 8106001-5 / 8106002-4 / 8106003-5 / 8106004-1 / 8106005-1 / 8106007-3 / 8106008-3 / 8106009-3 / 8106011-4 / 8106012-5 / 8106013-4 / 8106014-5 / 8106015-2	EA	\$ 92.57 +	20.0%	\$ 74.05	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	67
68	Waste Receptacles	Waste Watcher Single with Sign Frame	Busch Systems International Inc.	8105015-4 / 8105016-5 / 8105017-4 / 8105018-5 / 8105019-1 / 8105020-1 / 8105021-3 / 8105022-3 / 8105024-4 / 8105025-5 / 8105026-4 / 8105027-5 / 8105028-2 / 8106016-4 / 8106017-5 / 8106018-4 / 8106019-5 / 8106020-1 / 8106021-1 / 8106022-3 / 8106023-3 / 8106024-3 / 8106025-4 / 8106026-5 / 8106027-4 / 8106028-5 / 8106029-2	8105015-4 / 8105016-5 / 8105017-4 / 8105018-5 / 8105019-1 / 8105020-1 / 8105021-3 / 8105022-3 / 8105024-4 / 8105025-5 / 8105026-4 / 8105027-5 / 8105028-2 / 8106016-4 / 8106017-5 / 8106018-4 / 8106019-5 / 8106020-1 / 8106021-1 / 8106022-3 / 8106023-3 / 8106024-3 / 8106025-4 / 8106026-5 / 8106027-4 / 8106028-5 / 8106029-2	EA	\$ 123.75 +	20.0%	\$ 99.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	68

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
69	Waste Receptacles	Waste Watcher Double	Busch Systems International Inc.	8105029-24 / 8105030-25 / 8105031-14 / 8105032-15 / 8105033-34 / 8105034-35 / 8105035-34 / 8105036-35 / 8106030-24 / 8106031-25 / 8106032-14 / 8106033-34 / 8106034-34 /	8105029-24 / 8105030-25 / 8105031-14 / 8105032-15 / 8105033-34 / 8105034-35 / 8105035-34 / 8105036-35 / 8106030-24 / 8106031-25 / 8106032-14 / 8106033-34 / 8106034-34 /	EA	\$ 191.14 +	20.0%	\$ 152.91	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	69
70	Waste Receptacles	Waste Watcher Double with Sign Frame	Busch Systems International Inc.	8105037-24 / 8105038-25 / 8105039-14 / 8105040-15 / 8105041-34 / 8105042-35 / 8105043-34 / 8105044-35 / 8106035-24 / 8106036-25 / 8106037-14 / 8106038-15 / 8106039-34 / 8106040-34 / 8106041-35	8105037-24 / 8105038-25 / 8105039-14 / 8105040-15 / 8105041-34 / 8105042-35 / 8105043-34 / 8105044-35 / 8106035-24 / 8106036-25 / 8106037-14 / 8106038-15 / 8106039-34 / 8106040-34 / 8106041-35	EA	\$ 253.50 +	20.0%	\$ 202.80	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	70
71	Waste Receptacles	Waste Watcher Triple	Busch Systems International Inc.	8105045-244 / 8105046-255 / 8105047-244 / 8105048-255 / 8105049-134 / 8105050-135 / 8105051-134 / 8105052-135 / 105053-134 / 8105054-135 / 8105055-144 / 8105056-155 / 8105057-144 / 8105058-155 / 8106042-244 / 8106043-255 / 8106044-244 / 8106045-255 / 8106046-134 / 8106047-134 / 8106048-134 / 8106049-155 / 8106050-155 /	8105045-244 / 8105046-255 / 8105047-244 / 8105048-255 / 8105049-134 / 8105050-135 / 8105051-134 / 8105052-135 / 105053-134 / 8105054-135 / 8105055-144 / 8105056-155 / 8105057-144 / 8105058-155 / 8106042-244 / 8106043-255 / 8106044-244 / 8106045-255 / 8106046-134 / 8106047-134 / 8106048-134 / 8106049-155 / 8106050-155 /	EA	\$ 289.71 +	20.0%	\$ 231.76	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	71
72	Waste Receptacles	Waste Watcher Triple with Sign Frame	Busch Systems International Inc.	8105059-244 / 8105060-255 / 8105061-244 / 8105062-255 / 8105063-134 / 8105064-135 / 8105065-134 / 8105066-135 / 8105067-134 / 8105068-135 / 8105069-144 / 8105070-155 / 8105071-144 / 8105072-155 / 8106051-244 / 8106052-255 / 8106053-244 / 8106054-255 / 8106055-134 / 8106056-134 / 8106057-134 / 8106058-144 / 8106059-144	8105059-244 / 8105060-255 / 8105061-244 / 8105062-255 / 8105063-134 / 8105064-135 / 8105065-134 / 8105066-135 / 8105067-134 / 8105068-135 / 8105069-144 / 8105070-155 / 8105071-144 / 8105072-155 / 8106051-244 / 8106052-255 / 8106053-244 / 8106054-255 / 8106055-134 / 8106056-134 / 8106057-134 / 8106058-144 / 8106059-144	EA	\$ 383.25 +	20.0%	\$ 306.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	72
73	Waste Receptacles	Waste Watcher Quad	Busch Systems International Inc.	8105073-1344 / 8105074-1355 / 8105075-1344 / 8105076-1355 / 8105077-1344 / 8105078-1355 / 8105079-1344 / 8105080-1355 / 8106060-1344 / 8106061-1344 / 8106062-1355 / 8106063-1355 / 8106064-1355	8105073-1344 / 8105074-1355 / 8105075-1344 / 8105076-1355 / 8105077-1344 / 8105078-1355 / 8105079-1344 / 8105080-1355 / 8106060-1344 / 8106061-1344 / 8106062-1355 / 8106063-1355 / 8106064-1355	EA	\$ 388.28 +	20.0%	\$ 310.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	73

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
74	Waste Receptacles	Waste Watcher Quad with Sign Frame	Busch Systems International Inc.	8105081-1344 / 8105082-1355 / 8105083-1344 / 8105084-1355 / 8105085-1344 / 8105086-1355 / 8105087-1344 / 8105088-1355 / 8106065-1344 / 8106066-1355 / 8106067-1344 / 8106068-1355 / 8106069-1344 / 8106070-1355 / 8106071-1344 / 8106072-1355	8105081-1344 / 8105082-1355 / 8105083-1344 / 8105084-1355 / 8105085-1344 / 8105086-1355 / 8105087-1344 / 8105088-1355 / 8106065-1344 / 8106066-1355 / 8106067-1344 / 8106068-1355 / 8106069-1344 / 8106070-1355 / 8106071-1344 / 8106072-1355	EA	\$ 513.00 +	20.0%	\$ 410.40	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	74
75	Waste Receptacles	Waste Watcher XL Single	Busch Systems International Inc.	8111000-4 / 8111001-5 / 8111002-4 / 8111003-5 / 8111004-1 / 8111005-1 / 8111006-3 / 8111007-3 / 8111008-3 / 8111009-2	8111000-4 / 8111001-5 / 8111002-4 / 8111003-5 / 8111004-1 / 8111005-1 / 8111006-3 / 8111007-3 / 8111008-3 / 8111009-2	EA	\$ 130.57 +	20.0%	\$ 104.45	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	75
76	Waste Receptacles	Waste Watcher XL Single with Sign Frame	Busch Systems International Inc.	8111010-4 / 8111011-5 / 8111012-4 / 8111013-5 / 8111014-1 / 8111015-1 / 8111016-3 / 8111017-3 / 8111019-2	8111010-4 / 8111011-5 / 8111012-4 / 8111013-5 / 8111014-1 / 8111015-1 / 8111016-3 / 8111017-3 / 8111019-2	EA	\$ 161.75 +	20.0%	\$ 129.40	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	76
77	Waste Receptacles	Waste Watcher XL Double	Busch Systems International Inc.	8111020-24 / 8111021-24 / 8111022-25 / 8111023-25 / 8111024-14 / 8111025-15 / 8111026-15 / 8111027-35 / 8111028-34 / 8111029-35	8111020-24 / 8111021-24 / 8111022-25 / 8111023-25 / 8111024-14 / 8111025-15 / 8111026-15 / 8111027-35 / 8111028-34 / 8111029-35	EA	\$ 229.14 +	20.0%	\$ 183.31	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	77
78	Waste Receptacles	Waste Watcher XL Double with Sign Frame	Busch Systems International Inc.	8111030-24 / 8111031-14 / 8111032-25 / 8111033-15 / 8111034-14 / 8111035-14 / 8111036-15 / 8111037-15 / 8111038-34 / 8111039-35 / 8111040-34 / 8111041-35	8111030-24 / 8111031-14 / 8111032-25 / 8111033-15 / 8111034-14 / 8111035-14 / 8111036-15 / 8111037-15 / 8111038-34 / 8111039-35 / 8111040-34 / 8111041-35	EA	\$ 291.50 +	20.0%	\$ 233.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	78
79	Waste Receptacles	Waste Watcher XL Triple	Busch Systems International Inc.	8111042-244 / 8111043-255 / 8111044-244 / 8111045-255 / 8111046-134 / 8111047-135 / 8111048-134 / 8111049-135 / 8111050-134 / 8111051-135	8111042-244 / 8111043-255 / 8111044-244 / 8111045-255 / 8111046-134 / 8111047-135 / 8111048-134 / 8111049-135 / 8111050-134 / 8111051-135	EA	\$ 365.71 +	20.0%	\$ 292.56	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	79
80	Waste Receptacles	Waste Watcher XL Triple with Sign Frame	Busch Systems International Inc.	8111052-244 / 8111053-255 / 8111054-244 / 8111055-255 / 8111056-134 / 8111057-135 / 8111058-134 / 8111059-135 / 8111060-134 / 8111061-135	8111052-244 / 8111053-255 / 8111054-244 / 8111055-255 / 8111056-134 / 8111057-135 / 8111058-134 / 8111059-135 / 8111060-134 / 8111061-135	EA	\$ 459.25 +	20.0%	\$ 367.40	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	80
81	Waste Receptacles	Waste Watcher XL Quad	Busch Systems International Inc.	8111062-1344 / 8111063-1344 / 8111064-1344 / 8111065-1344	8111062-1344 / 8111063-1344 / 8111064-1344 / 8111065-1344	EA	\$ 502.28 +	20.0%	\$ 401.82	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	81
82	Waste Receptacles	Waste Watcher XL Quad with Sign Frame	Busch Systems International Inc.	8111066-1344 / 8111067-1355 / 8111068-1344 / 8111069-1355 / 8111070-1344 / 8111071-1355 / 8111072-1344 / 8111073-1355	8111066-1344 / 8111067-1355 / 8111068-1344 / 8111069-1355 / 8111070-1344 / 8111071-1355 / 8111072-1344 / 8111073-1355	EA	\$ 627.00 +	20.0%	\$ 501.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	82

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
83	Waste Receptacles	Smart Sort Single	Busch Systems International Inc.	8101000-4 / 8101001-1 / 8101002-3 / 8101003-2	8101000-4 / 8101001-1 / 8101002-3 / 8101003-2	EA	\$ 83.57	20.0%	\$ 66.85	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	83
84	Waste Receptacles	Smart Sort Double	Busch Systems International Inc.	8101004-24 / 8101005-14 / 8101006-34 / 8101007-24 / 8101008-14 / 8101009-34	8101004-24 / 8101005-14 / 8101006-34 / 8101007-24 / 8101008-14 / 8101009-34	EA	\$ 167.14	20.0%	\$ 133.71	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	84
85	Waste Receptacles	Smart Sort Triple	Busch Systems International Inc.	8101010-244 / 8101011-134 / 8101012-444 / 8101013-134	8101010-244 / 8101011-134 / 8101012-444 / 8101013-134	EA	\$ 250.71	20.0%	\$ 200.56	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	85
86	Waste Receptacles	Smart Sort Quad	Busch Systems International Inc.	8101014-1344 / 8101015-4444	8101014-1344 / 8101015-4444	EA	\$ 334.28	20.0%	\$ 267.42	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	86
87	Waste Receptacles	Billi Box 10 G Single	Busch Systems International Inc.	8102000 / 8102001 / 8102002 / 8102003 / 8102004 / 8102005 / 8102006 / 8102007 / 8102008 / 8102009 / 8102035	8102000 / 8102001 / 8102002 / 8102003 / 8102004 / 8102005 / 8102006 / 8102007 / 8102008 / 8102009 / 8102035	EA	\$ 23.98	20.0%	\$ 19.18	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	87
88	Waste Receptacles	Billi Box 7 G Single	Busch Systems International Inc.	8102010 / 8102011 / 8102012 / 8102013 / 8102014 / 8102015 / 8102016 / 8102017 / 8102018 / 8102019 / 8102036	8102010 / 8102011 / 8102012 / 8102013 / 8102014 / 8102015 / 8102016 / 8102017 / 8102018 / 8102019 / 8102036	EA	\$ 18.98	20.0%	\$ 15.18	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	88
89	Waste Receptacles	Billi Box 10 G Double	Busch Systems International Inc.	8102020-14 / 8102021-24 / 8102022-34 / 8102023-34 / 8102024-34 / 8102025-14 / 8102026-24	8102020-14 / 8102021-24 / 8102022-34 / 8102023-34 / 8102024-34 / 8102025-14 / 8102026-24	EA	\$ 47.96	20.0%	\$ 38.36	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	89
90	Waste Receptacles	Billi Box 10 G Triple	Busch Systems International Inc.	8102027-134 / 8102028-244 / 8102029-134 / 8102030-244 / 8103021-444 / 8102032-444	8102027-134 / 8102028-244 / 8102029-134 / 8102030-244 / 8103021-444 / 8102032-444	EA	\$ 71.94	20.0%	\$ 57.55	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	90
91	Waste Receptacles	Billi Box 10 G Quad	Busch Systems International Inc.	8102033-1344 / 8102034-1344	8102033-1344 / 8102034-1344	EA	\$ 95.92	20.0%	\$ 76.73	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	91
92	Waste Receptacles	Desk Side Recycler - Mobius Loop	Busch Systems International Inc.	BC1001-01ML	BC1001-01ML	EA	\$ 4.75	20.0%	\$ 3.80	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	92
93	Waste Receptacles	Desk Side Recycler - We Recycle	Busch Systems International Inc.	BC1001-01WR / BC1001-44WR	BC1001-01WR / BC1001-44WR	EA	\$ 4.75	20.0%	\$ 3.80	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	93

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
94	Waste Receptacles	Desk Side Recycler - 12 Pack	Busch Systems International Inc.	8113034	8113034	EA	\$ 57.00	20.0%	\$ 45.60	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	94
95	Waste Receptacles	Hanging Waste Basket with Lid	Busch Systems International Inc.	8113000 / 8113001 / 8113002 / 8113003 / 8113004 / 8113005 / 8113006	8113000 / 8113001 / 8113002 / 8113003 / 8113004 / 8113005 / 8113006	EA	\$ 5.10	20.0%	\$ 4.08	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	95
96	Waste Receptacles	Hanging Waste Basket No Lid	Busch Systems International Inc.	BC1500-01 / BC1500-12 / BC1500-23 / BC1500-44	BC1500-01 / BC1500-12 / BC1500-23 / BC1500-44	EA	\$ 3.75	20.0%	\$ 3.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	96
97	Waste Receptacles	Hanging Waste Basket Lid	Busch Systems International Inc.	BC1500L-01 / BC1500L-12 / BC1500L-12O / BC1500L-23 / BC1500L-23W / BC1500L-44 / BC1500L-44W	BC1500L-01 / BC1500L-12 / BC1500L-12O / BC1500L-23 / BC1500L-23W / BC1500L-44 / BC1500L-44W	EA	\$ 1.35	20.0%	\$ 1.08	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	97
98	Waste Receptacles	Recycling & Waste Basket - 14 Quart	Busch Systems International Inc.	14Q-02ML / 14Q-12ML / 14Q-23RG / 14Q-44BL	14Q-02ML / 14Q-12ML / 14Q-23RG / 14Q-44BL	EA	\$ 5.40	20.0%	\$ 4.32	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	98
99	Waste Receptacles	Recycling & Waste Basket - 28 Quart	Busch Systems International Inc.	28Q-02ML / 28Q-12ML / 28Q-23RG / 28Q-44BL	28Q-02ML / 28Q-12ML / 28Q-23RG / 28Q-44BL	EA	\$ 5.85	20.0%	\$ 4.68	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	99
100	Waste Receptacles	Recycling & Waste Basket - 41 Quart	Busch Systems International Inc.	41Q-02ML / 41Q-12ML / 41Q-23RG / 41Q-25BL / 41Q-29BL / 41Q-44BL	41Q-02ML / 41Q-12ML / 41Q-23RG / 41Q-25BL / 41Q-29BL / 41Q-44BL	EA	\$ 10.95	20.0%	\$ 8.76	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	100
101	Waste Receptacles	Personal Document Container (PDC)	Busch Systems International Inc.	PDC-44	PDC-44	EA	\$ 47.95	20.0%	\$ 38.36	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	101
102	Waste Receptacles	Courtside Single	Busch Systems International Inc.	8104000-4 / 8104001-4 / 8104002-4 / 8104003-4 / 8104004-4	8104000-4 / 8104001-4 / 8104002-4 / 8104003-4 / 8104004-4	EA	\$ 880.03	20.0%	\$ 704.02	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	102
103	Waste Receptacles	Courtside Double	Busch Systems International Inc.	8104006-42	8104006-42	EA	\$ 1,160.06	20.0%	\$ 928.04	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	103
104	Waste Receptacles	Multi Recycler Single	Busch Systems International Inc.	MR-02ML / MR-12ML / MR-25ML / MR-29ML / MR-44ML	MR-02ML / MR-12ML / MR-25ML / MR-29ML / MR-44ML	EA	\$ 9.95	20.0%	\$ 7.96	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	104

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
105	Waste Receptacles	Multi Recycler - 3 Pack	Busch Systems International Inc.	8112000 / 8112001	8112000 / 8112001	EA	\$ 29.85	20.0%	\$ 23.88	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	105
106	Waste Receptacles	Multi Recycler - 6 Pack	Busch Systems International Inc.	8112002 / 8112003	8112002 / 8112003	EA	\$ 59.70	20.0%	\$ 47.76	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	106
107	Waste Receptacles	Multi Recycler - 9 Pack	Busch Systems International Inc.	8112004 / 8112005	8112004 / 8112005	EA	\$ 89.55	20.0%	\$ 71.64	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	107
108	Waste Receptacles	Multi Recycler - 12 Pack	Busch Systems International Inc.	8112006	8112006	EA	\$ 119.40	20.0%	\$ 95.52	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	108
109	Waste Receptacles	Multi Recycler - 22 Pack	Busch Systems International Inc.	8112007 / 8112008 / 8112009 / 8112010 / 8112011 / 8112012 / 8112013	8112007 / 8112008 / 8112009 / 8112010 / 8112011 / 8112012 / 8112013	EA	\$ 198.98	20.0%	\$ 159.18	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	109
110	Waste Receptacles	Vantage	Busch Systems International Inc.	8123000-24	8123000-24	EA	\$ 1,506.00	20.0%	\$ 1,204.80	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	110
111	Waste Receptacles	Vancouver Single	Busch Systems International Inc.	8123002-4 / 8123001-4	8123002-4 / 8123001-4	EA	\$ 795.00	20.0%	\$ 636.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	111
112	Waste Receptacles	Vancouver Double	Busch Systems International Inc.	8123003-24	8123003-24	EA	\$ 945.00	20.0%	\$ 756.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	112
113	Waste Receptacles	Vancouver Triple	Busch Systems International Inc.	8123004-134	8123004-134	EA	\$ 945.00	20.0%	\$ 756.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	113
114	Waste Receptacles	Portland Single	Busch Systems International Inc.	8123008-4 / 8123007-4	8123008-4 / 8123007-4	EA	\$ 795.00	20.0%	\$ 636.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	114
115	Waste Receptacles	Portland Double	Busch Systems International Inc.	8123009-24	8123009-24	EA	\$ 895.00	20.0%	\$ 716.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	115

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
116	Waste Receptacles	Portland Triple	Busch Systems International Inc.	8123010-134	8123010-134	EA	\$ 895.00	20.0%	\$ 716.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	116
117	Waste Receptacles	Uptown Single	Busch Systems International Inc.	9007007	9007007	EA	\$ 606.53	20.0%	\$ 482.82	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	117
118	Waste Receptacles	Uptown Double	Busch Systems International Inc.	8118003-24 / 8118002-24 / 8118001-14 / 8118000-14	8118003-24 / 8118002-24 / 8118001-14 / 8118000-14	EA	\$ 845.00	20.0%	\$ 676.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	118
119	Waste Receptacles	Uptown Triple	Busch Systems International Inc.	8118007-244 / 8118006-244 / 8118005-134 / 8118004-134	8118007-244 / 8118006-244 / 8118005-134 / 8118004-134	EA	\$ 1,095.00	20.0%	\$ 876.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary	119
120	Waste Receptacles	Denver	Busch Systems International Inc.	8123006-4 / 8123005-4	8123006-4 / 8123005-4	EA	\$ 695.00 +	20.0%	\$ 556.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	120
121	Waste Receptacles	Sentry	Busch Systems International Inc.	90603	90603	EA	\$ 199.00	20.0%	\$ 159.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	121
122	Waste Receptacles	Arizona	Busch Systems International Inc.	93002 / 93001	93002 / 93001	EA	\$ 129.00 +	20.0%	\$ 103.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	122
123	Waste Receptacles	Berkeley Single	Busch Systems International Inc.	8123013-4 / 8123012-4	8123013-4 / 8123012-4	EA	\$ 795.00	20.0%	\$ 636.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	123
124	Waste Receptacles	Berkeley Double	Busch Systems International Inc.	8123014-24	8123014-24	EA	\$ 895.00	20.0%	\$ 716.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	124
125	Waste Receptacles	Berkeley Triple	Busch Systems International Inc.	8123015-134	8123015-134	EA	\$ 895.00	20.0%	\$ 716.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	125
126	Waste Receptacles	Boston	Busch Systems International Inc.	8123022-4	8123022-4	EA	\$ 675.00	20.0%	\$ 540.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	126
127	Waste Receptacles	Super Sorter 1-in-1	Busch Systems International Inc.	9007006	9007006	EA	\$ 415.86	20.0%	\$ 332.68	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	127

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
128	Waste Receptacles	Super Sorter 2-in-1	Busch Systems International Inc.	8115001-24 / 8115000-24	8115001-24 / 8115000-24	EA	\$ 645.00	20.0%	\$ 516.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	128
129	Waste Receptacles	Super Sorter 3-in-1	Busch Systems International Inc.	8115003-134 / 8115002-134	8115003-134 / 8115002-134	EA	\$ 819.00	20.0%	\$ 655.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	129
130	Waste Receptacles	Super Sorter 3-in-1 HD	Busch Systems International Inc.	8115004-314 / 8115005-314	8115004-314 / 8115005-314	EA	\$ 695.00	20.0%	\$ 556.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	130
131	Waste Receptacles	Super Sorter 4-in-1 HD	Busch Systems International Inc.	8115007-3144 / 8115006-3144	8115007-3144 / 8115006-3144	EA	\$ 879.00	20.0%	\$ 703.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	131
132	Waste Receptacles	Wave Single	Busch Systems International Inc.	8121003-14 / 8121001-14	8121003-14 / 8121001-14	EA	\$ 417.03 +	20.0%	\$ 333.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	132
133	Waste Receptacles	Wave Double	Busch Systems International Inc.	8121002-4 / 8121000-4	8121002-4 / 8121000-4	EA	\$ 417.03 +	20.0%	\$ 333.62	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	133
134	Waste Receptacles	Minneapolis	Busch Systems International Inc.	8123020-4 / 85123021-4	8123020-4 / 85123021-4	EA	\$ 675.00	20.0%	\$ 540.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	134
135	Waste Receptacles	Toronto Single	Busch Systems International Inc.	8123017-4 / 8123016-4	8123017-4 / 8123016-4	EA	\$ 895.00	20.0%	\$ 716.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	135
136	Waste Receptacles	Toronto Double	Busch Systems International Inc.	8123018-24	8123018-24	EA	\$ 995.00	20.0%	\$ 796.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	136
137	Waste Receptacles	Toronto Triple	Busch Systems International Inc.	8123019-134	8123019-134	EA	\$ 995.00	20.0%	\$ 796.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	137
139	Waste Receptacles	Kitchen Composter 2000	Busch Systems International Inc.	KC2SNC-13 / KC2VF-13	KC2SNC-13 / KC2VF-13	EA	\$ 9.95 +	20.0%	\$ 7.96	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	139

Bidding Company Name:			Busch Systems International Inc.			Catalog Name:		Busch Systems Waste & Recycling Containers			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
140	Waste Receptacles	Wire Event Container - 5 Pack	Busch Systems International Inc.	8114000-4 / 8114001-2 / 8114002-1	8114000-4 / 8114001-2 / 8114002-1	EA	\$ 289.00	20.0%	\$ 231.20	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	140
141	Waste Receptacles	Battery Recycler	Busch Systems International Inc.	BATBIN2-10886 / BATBIN-24BO	BATBIN2-10886 / BATBIN-24BO	EA	\$ 11.95	20.0%	\$ 9.56	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	141
142	Waste Receptacles	Diaper Pail 7 G	Busch Systems International Inc.	DP7-30	DP7-30	EA	\$ 28.82	20.0%	\$ 23.05	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	142
143	Waste Receptacles	Diaper Pail 14 G	Busch Systems International Inc.	DP-30	DP-30	EA	\$ 39.99	20.0%	\$ 31.99	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	143
144	Waste Receptacles	Shredinator	Busch Systems International Inc.	8122000	8122000	EA	\$ 100.00	20.0%	\$ 80.00	Pricing includes administrative fee but does not include customizations or shipping & handling. Lead times vary and will be quoted at time of inquiry.	144
145											145
146											146
147											147
148											148
149											149
150											150

AEPA IFB 019-B - Custodial Supplies & Equipment

Exhibit B – Marketing Plan

Busch Systems Cooperative Marketing

Busch Systems has an in-house graphics department that excels in all things beautiful. From customized product orders, to print advertisements, website designs and product studio and lifestyle photography.

All advertising and marketing assets will be available to AEPA in any format required to support all marketing and advertising initiatives; specifically produced and maintained full color print advertisements in camera-ready electronic format, including company logos and contact information. AEPA would be notified of any new press releases and industry periodicals that are launched on a monthly basis. Busch Systems has a number of advertisements ready in hand that can be leveraged.

In addition:

- AEPA logo will be on the Home page of our website
- Creation of a Sell Sheet for Member Agencies' use and also for the Busch sales team to hand out at trade shows
- An e-blast to announce and promote the contract to our continental US customers
- We will work with each Member Agency to help them promote Recycling & Waste Diversion events
- On an ongoing basis, the Sales team will promote the contract to customers, to promote and encourage membership as they receive quote requests and inquiries

Busch Systems General Marketing Activities

Busch Systems has been passionately delivering recycling and waste solutions for over 30 years. With our large offering of waste and recycling containers, Busch Systems is committed to providing high-quality, creative solutions for sustainability around the world. In addition to attending upwards of 30 conferences and tradeshows every year, Busch Systems markets our products and services through many different channels. Some of the more traditional advertising occurs through print media in trade magazines. Busch Systems also advertises on web banners, social media, and SEO. Busch Systems is the #1 rated Recycling & Waste container brand according to Trust Pilot. Busch customers and vendors can rate the company and employees on Trust Pilot and assign a star rating. Busch System has a 5-star rating based on over 180 reviews!

<https://www.trustpilot.com/review/www.buschsystems.com>

cont.



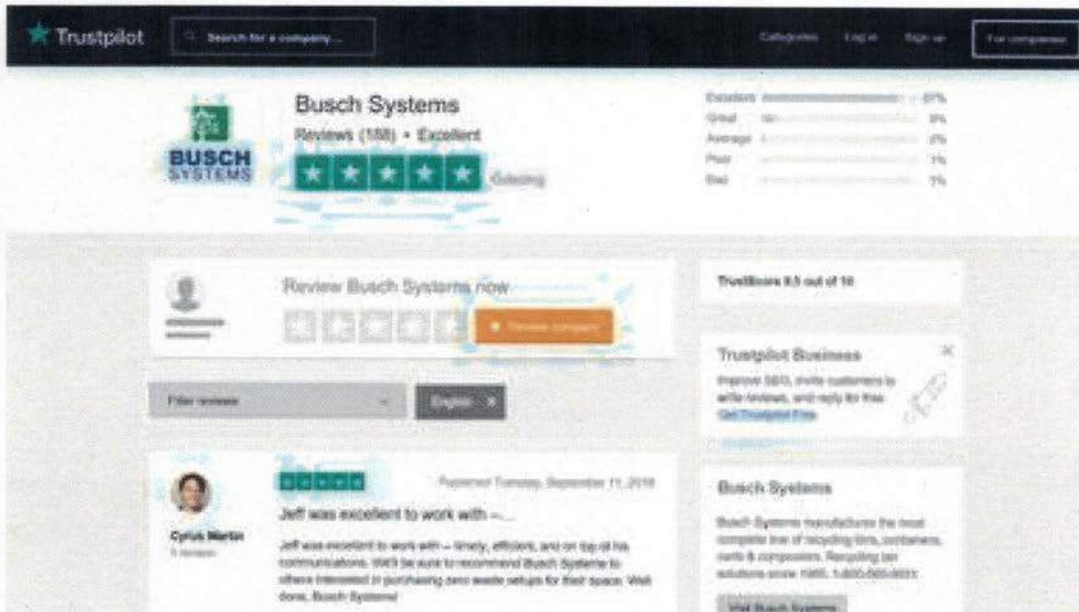
1-800-565-9931



buschsystems.com



81 Rawson Avenue, Barrie, Ontario, Canada L4N 6E5

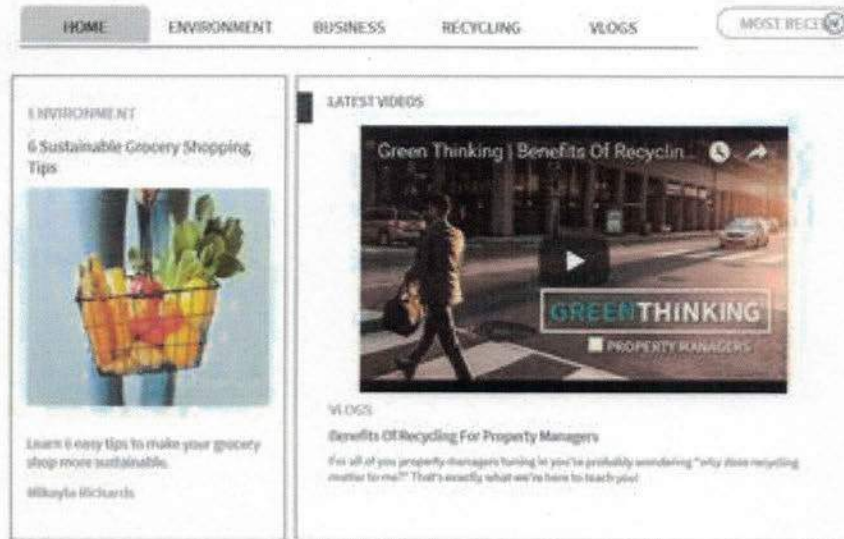


In 2017, Busch Systems launched proprietary Resource Center analytical software. This is a free platform that promotes measuring and increasing the success of customers' recycling programs. This program promotes the proper use of Busch containers and provides unmatched support for our customers' environmental stewardship. The next step in this process, and with the focus of going "above and beyond the bin" for 2018, Busch Systems is pleased to introduce a new department which involved growing our staff to include a new Environmental Consultation team. This powerhouse will provide consultations on new and existing recycling and waste collection programs to help set them up for success. By offering assistance with the methodology of waste audits, and consulting services, we are able to provide a complete recycling and waste solutions team. These activities were communicated through e-blasts, web banners and through press releases.

<https://www.buschsystems.com/resource-center/>



Busch Systems is dedicated to service excellence, sustainability, corporate citizenship, and corporate environment. The dedicated and talented marketing team is developing content daily on topics of sustainability. This content is constantly being shared and published in blogs, vlogs and monthly webinars to help educate and give people the knowledge they need to get involved or improve their existing programs. The sales team is trained every week on new products and features so that they can stay on top of what their customers need to know. The success of these two teams can be seen in the Trust Pilot reviews that Busch Systems receives. These activities are also communicated through social media posts, corporate site articles, e-blasts, web banners and through press releases.



As a corporation, Busch Systems is involved in countless local and international initiatives through financial or product donations, or team participation in raising funds for a wide variety of causes that support not only our community, but the communities that our customers call home. As part of this, we introduced a program call Project Rise. We have always had a focus on being socially and environmentally responsible. Project RISE allows us to go one step further and donate to non-profit organizations in the United States and Canada who are doing great work in various areas of environmental protection, all on behalf of and with the help of our customers. All of the organizations were researched with care and our intention this inaugural year is to provide a mix of new and familiar brands customers can identify with. Once an order is placed, a redemption code is provided to the consumer which can be then be entered via the Resource Center, along with the opportunity to select one of the five partner organizations. Donations are made to each of the non-profits at the end of each business quarter. The expectation is that overall participation rates in the program will be high, thus promoting the Busch Systems brand and its commitment to sustainability.

<https://www.buschsystems.com/media/busch-systems-launches-project-r-i-s-e-environmental-charitable-initiative/>



The success of these products, programs and services is not only measured through sales, but more importantly by the positive brand image that Busch Systems has cemented within the sustainability network, throughout the waste recycling industry and beyond.



Association of Educational Purchasing Agencies
Tabulation Report IFB #019-B - Custodial Supplies &
Equipment
Vendor: Hillyard, Inc

General Comments:

- General Attachments:** Exhibit A - Annual Report Letter of Credit - Hillyard Inc.pdf
Exhibit B - Marketing Plan - Hillyard Inc.pdf
Exhibit C - Warranties Additional Services Hillyard Inc.pdf
Part C - State Specific Forms - Hillyard Inc.pdf
Part D - Questionnaire - Hillyard Inc.pdf
Part E - Signature Forms - Hillyard Inc.pdf
Part F - Pricing Schedule - Hillyard Inc.xlsx



Part D - Questionnaire

AEPA IFB 019-B

Custodial Supplies & Equipment

Instructions

Contained herein are forms and information required by AEPA during the IFB process. Please note, while some information is merely informational, some will be used during the evaluation.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Bidders must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “**Part D – Questionnaire – Name of Bidding Company**”.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Bidding Company”:

[Company Information](#)

[Service Questionnaire](#)

[Exceptions](#)

[Deviations](#)

Company Information

Name of Bidding Company: Hillyard, Inc.

Company Address: 127 Park Avenue

City, State Zipcode: East Hartford, CT 06108

Website: www.Hillyard.com

Contact Person: Matt Hoffman

Title: Sales Manager

Phone: 860-856-1622

Email: mhoffman@hillyard.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a: public company X privately owned company

In what year was this business started under its present name? 1907

Under what additional, or, former name(s) has your business operated? Hillyard, Inc. DBA Hillyard RoVic

Is this business a corporation? No X Yes. If yes, complete the following:

Date of Incorporation: March 28, 1947

State of Incorporation: Missouri

Name of President: James P. Carolus

Name(s) of Vice President(s): J. Brett Carolus

Name of Treasurer: Jana Hessemyr

Name of Secretary: Mark Hampton

Is this business a partnership? X No Yes. If yes, complete the following:

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable: _____

Name(s) of General Partner(s): _____

Is this business individually owned? X No Yes. If yes, complete the following:

Date of Purchase: _____

State Founded: _____

Name of Owner/Operator: _____

Is this business different from those identified above? X No Yes
 If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women owned? X No Yes

Is this business minority owned? X No Yes

Does this business have an Affirmative Action plan/statement? No Y Yes

Business Headquarter Location

Business Address 304 North 4th Street
City, State Zipcode St. Joseph, MO
Phone 800.365.1555
How long at this address? This business has been located in downtown St. Joseph MO since 1907

Business Branch Location(s)

Branch Address 127 Park Avenue
City, State Zipcode East Hartford, CT 06108
Branch Address
City, State Zipcode ***PLEASE SEE ALL CORPORATE BRANCH LOCATIONS ON PAGES 16-20**
Branch Address
City, State Zipcode
Branch Address
City, State Zipcode

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for 2016, 2017, and 2018 YTD in the United States by the various public segments.

	2016	2017	2018 YTD
K-12 (public & private), Educational Service Agencies	Confidential Privately Held	Confidential Privately Held	Confidential Privately Held
Higher Education Institutions			
Counties, Cities, Townships, Villages			
States			
Other Public Sector & Non-profits			
Private Sector			
Total			

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Matt Hoffman	Sales Manager	860-856-1622	mhoffman@hillyard.com
Sales Manager	Matt Hoffman	Sales Manager	860-856-1622	mhoffman@hillyard.com
Customer & Support Manager	Mary Ellen Claffey	Sales Support	860-474-2837	mclaffey@hillyard.com
Distributors, Dealers, Installers, Sales Reps	Dave Hartmann Rich Healy Tom McNamara	Account Manager Account Manager Account Manager	203-241-4973 203-605-7589 860-573-6572	dhartmann@hillyard.com rhealy@hillyard.com tmcnamara@hillyard.com

	Brian Becotte Brian Carroll Mike Pilver Mike McNickle Anthony Long Kevin Corcoran	Account Manager Account Manager Account Manager Account Manager Account Manager Equipment Specialist	860-917-0666 860-212-8670 860-428-6120 860-573-5504 508-944-4049 860-503-9475	bbecotte@hillyard.com bcarroll@hillyard.com mpilver@hillyard.com mmcnickle@hillyard.com anthonylong@hillyard.com kcorcoran@hillyard.com
Consultants & Trainers	George Dickerson Aaron Laramee JP Mayo	Workload Consultant Workload Consultant Chemical/Process Specialist	203-494-9003 860-916-7675 508-612-7827	gdickerson@hillyard.com alaramee@hillyard.com mayo@hillyard.com
Technical, Maintenance & Support Services	Paul Goodnight Lise Podkulski	Service Manager Service Coordinator	860-436-7214 860-646-3322	pgoodnight@hillyard.com lpodkulski@hillyard.com
Quotes, Invoicing & Payments	Patty Ilaria Bill Cook	Operations Manager Credit Manager	603-669-9565 800-365-1555	pilaria@hillyard.com bcook@hillyard.com
Warranty & After the Sale	Paul Goodnight	Service Manager	860-436-7214	pgoodnight@hillyard.com
Financial Manager	Jana Hessemyer	CFO	800-365-1555	jhessemyer@hillyard.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State
8	East Hartford	CT
6	Remote	MA
1	Remote	RI
1	Remote	VT
3	Manchester	NH
1	Remote	ME
13	Victor	NY
18	Lancaster & Warminster	PA
1	Remote	NJ
1	Remote	MD/DC
6	Denver	CO
7	Des Moines	IA
15	Flagstaff, Phoenix, Tucson	AZ
20	Hutchinson/Minneapolis	MN
6	Daleville	IN
7	Lexington	KY
14	San Francisco, Sacramento, LA	CA
17	St. Louis, Columbia, NW MO	MO
12	Souix Falls	SD
7	San Antonio	TX
9	Columbus	OH
1	Eau Claire	WI
2	LaVista	NE

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State
Branch & Distribution Center	Flagstaff	AZ
Branch & Distribution Center	Mesa	AZ
Branch & Distribution Center	Tucson	AZ
Branch & Distribution Center	Los Angeles	CA
Branch & Distribution Center	Union City	CA
Branch & Distribution Center	Sacramento	CA
Branch & Distribution Center	Denver	CO
Branch & Distribution Center	East Hartford	CT
Branch & Distribution Center	Daleville	IN
Branch & Distribution Center	Urbandale	IA
Branch & Distribution Center	Lexington	KY
Branch & Distribution Center	Hutchinson	MN
Branch & Distribution Center	Lino Lakes	MN
Branch & Distribution Center	Owatonna	MN
Branch & Distribution Center	Branson	MO
Branch & Distribution Center	Columbia	MO
Branch & Distribution Center	Kansas City	MO
Branch & Distribution Center	Maryland Heights	MO
Branch & Distribution Center	St. Joseph	MO
Branch & Distribution Center	Springfield	MO
Branch & Distribution Center	LaVista	NE
Branch & Distribution Center	Manchester	NH
Branch & Distribution Center	Victor	NY
Branch & Distribution Center	Columbus	OH
Branch & Distribution Center	Lancaster	PA
Branch & Distribution Center	Warminster	PA
Branch & Distribution Center	Sioux Falls	SD
Branch & Distribution Center	Rapid City	SD
Branch & Distribution Center	San Antonio	TX
Branch & Distribution Center	Eau Claire	WI

****We also work with an associate network of non-corporate owned distributorships that can supply the support needed. They are located in NY, MD, VA, FL, NC, SC, PA, GA, AL, MI, AR, TN, IN, IL, MI, WI, TX, OK, LA, NM, CO, UT, NV, ID, OR, WA, WY, and MT.**

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
Joe Kauth	Director of Marketing	800-365-1555	jkauth@hillyard.com
Matt Hoffman	Sales Manager - New England	860-856-1622	mhoffman@hillyard.com

Marketing Activities: Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2017- 2018 (July 1 - June 30). List all conventions, conferences and other events at which this company exhibited.

Hillyard participated in several Expo's, Vendor Days and Trade Shows including, MassBuys, MHEC Expo, CSBGA and MFAA during Fiscal Year 2017-18

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or, indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder’s website.

Marketing Plan would consist of a multi-faceted approach:

-OUTSIDE SALES – Employs 200 Outside Sales Account Managers throughout our country. Additionally, we have access to thousands of other outside sellers through our extensive independent network of Hillyard sellers.

-INSIDE SALES – Manage and drive new business through account management within the branch.

-OUTBOUND MARKETING – Lead Generation, Targeted/Strategic/Multi-Level Call Campaigns Promoting the AEPA

-MARKETING TOOLS – HTML Creator, Printable Marketing, Customizable Marketing Pieces

-DIGITAL MARKETING – Through Social Media, WebSites

-INDUSTRY ASSOCIATIONS – ISSA, CSBGA, State of CT, RIASD, MFAA

Sales Training: Explain how your business will educate your salesforce staff on the AEPA contract including timing, methods, etc.

All of our Hillyard branches conduct sales meetings on a monthly basis. Upon award of the contract, we would schedule a portion of our sales meeting to educate our inside and outside sales force. The expectation is that this would be in our conversations and strategy immediately. Speaking for New England, CT, RI, NH, VT and ME all do not have state contracts in place so the AEPA would be a primary source of acquisition for Hillyard.

We would also educate our Outbound Marketing Team as to the contract and begin a 3-month campaign into strategic accounts and markets where the AEPA Contract usage could be maximized. We prefer to coordinate with AEPA members to get their insight as to the utilization, so we can use it to its strengths as best as possible.

We also have the ability to create Online Training to standardize our message to all our branches. We can assign the online curriculum to educate each branch uniformly and efficiently.

Environmental Initiatives

Describe how your products and/or services support environmental goals.

Sustainable cleaning is not an all or nothing proposition. It's about making improvements in your cleaning program that are environmentally preferred and better for the health and safety of all the people that use or work in your facility. We take sustainability seriously across all the products that we offer.

Chemistry

We offer institutional cleaners, hand soaps and floor care formulas that are certified by Green Seal™. We offer products certified by the USDA for their biobased content. And, look for sports floor care coatings that are MAS-certified green.

Paper Products

We offer paper products that meet EPA guidelines for post-consumer fiber content. Green Seal™ paper and tissue standards exceed EPA guidelines.

Can Liners

We recommend trash can liners made with resins that contain at least 10% post-consumer content.

Green Seal™ and the Products They Certify

Green Seal™ is an independent, non-profit organization that strives to achieve a healthier and cleaner environment. Green Seal™ has no financial interest in the products that it certifies or recommends or in any manufacturer or company. Green Seal's evaluations are based on state-of-the-art science and information using internationally recognized methods and procedures. Green Seal™ provides credible, objective, and unbiased information whose only purpose is to direct the purchaser to environmentally responsible products and services. Green Seal™ cleaning product standards include:

- Institutional Cleaners, GS-37
- Institutional Floor Care Products, GS-40
- Institutional Hand Cleaners, GS-41
- Tissue Products, GS-01
- Paper Towel Products, GS-09

Equipment:

We recommend and partner with equipment companies that all put an emphasis on sustainability. Autoscrubbers that conserve water and chemicals and contain recycled content. Vacuums with low dba and HEPA filtration. Burnishers with HEPA Active Dust Control among other features.

Training & Educations of Cleaning Staffs

Redistribute workloads, redefine daily cleaning processes, and implement high performance systems to improve the outcomes of daily cleaning and extend the time between major restorative cleaning projects.

Identify and document in a cleaning plan high traffic, high impact, higher frequency cleaning areas and lower frequency cleaning areas, then balance your workloads accordingly.

Microfiber captures more dirt, drastically reduces chemical use, lasts longer than conventional string mops, and takes less effort to use. With microfiber flat mop systems, your staff is always cleaning with fresh solution.

Investing in 12 to 20 feet of high quality mats at each entry point reduces the amount of soil tracked into your building, lowering the burden on the cleaning department.

Workloading and Analysis

CCAP is a computer-based program that helps you manage and analyze your cleaning program. It's perfect for helping you make the transition to green cleaning. Hillyard CCAP can help:

- Assign and Balance Workloads
- Monitor and Assess Quality
- Generate Critical Reports
- Evaluate Processes
- Standardize Systems
- Implement Training

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

Hillyard New England is committed to do our part towards environmental sustainability and doing our part. Our commitment is based on our willingness to learn, act, support and embrace the core mission of sustainability engagement. Our commitment to share what we have learned through years of working with organizations and working to implement practices that support and improve our operation and business mindset through this process. To that end we utilize "The Sustainability Tool Kit" for our analysis and record keeping and will share our data as a part of our commitment. In addition, we have joined AASHE and are working towards a higher level of resource commitment as we become more engaged with the Sustainability movement and AASHE. In 2018 our journey will include purchasing Carbon offsets for our delivery trucks and we have instituted a recycling program for paper, cardboard and metal that is generated through the use of our products at end user locations. Part of our commitment will be to support a plan for pick up or through the purchase of Carbon Offsets to mitigate this consumption and waste stream.

Hillyard New England has worked with Stephen Ashkin to develop our Green Cleaning program and was recognized by Ashkin Group for our pioneering efforts in early 2000's. Our team is certified by the ISSA in its Cleaning Industry Management Standard as "Industry Cleaning Experts Green Buildings or I.C.E GB. We have assisted cleaning contractors and institutional cleaning operations in attaining Industry Cleaning Expert Certification Green Buildings. As well we have an ACT certified trainer on staff to assist the AEPA members in establishing training programs that will conform with and support the sustainability initiatives that are a part of our long-term goals and commitment to the environment.

Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

Selection Criteria for Independent Providers: Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

Hillyard is the sole provider of all the goods and services provided under the contract.

Current Subcontractors, Distributors, Installers, Etc.: Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

Not applicable

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). **Note: A Bidder must be willing and able to deliver the proposed products and/or services to 90% of the participating AEPA Member States.**

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California	X	Yes	X	X
Colorado	X	Yes	X	X
Connecticut	X	Yes	X	X
Florida	X	Yes	X	X
Illinois	X	Yes	X	X
Indiana	X	Yes	X	X
Iowa	X	Yes	X	X
Kansas	X	Yes	X	X
Kentucky	X	Yes	X	X
Massachusetts	X	Yes	X	X
Michigan	X	Yes	X	X
Minnesota	X	Yes	X	X
Missouri	X	Yes	X	X
Montana	X	Yes	X	X
Nebraska	X	Yes	X	X
New Jersey	X	Yes	X	X
New Mexico	X	Yes	X	X
North Dakota	X	Yes	X	X
Ohio	X	Yes	X	X
Oregon	X	Yes	X	X
Pennsylvania	X	Yes	X	X
Texas	X	Yes	X	X
Virginia	X	Yes	X	X
Washington	X	Yes	X	X
West Virginia	X	Yes	X	X
Wisconsin	X	Yes	X	X
Wyoming	X	Yes	X	X

e-Commerce: Does this business have an e-commerce website? _____ **No** X **Yes**

If YES, what is the website? www.hillyard.com

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options? _____ **No** X **Yes**

Does this business have a toll-free customers support phone option? _____ **No** X **Yes**

Does this business offer local customer and support service options? **No** X **Yes**

Training: If applicable, does this business offer customer training for the products and services sold? **No** X **Yes**

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

We absolutely offer training and encourage our customers to take advantage whenever possible. We offer on site, off site and online training.

ON SITE – We have a team of support personnel (listed below) that will aid in the on-site/hands on training for our products. The primary trainers are our Account Managers who provide this training service on a daily basis.

OFF-SITE – We have a large training facility in CT that is available to all our customers to conduct all types of training including equipment, OSHA, tools, etc. The accessibility to the facility is completely at the leisure of the customer.

ONLINE – Our customers have the ability to purchase licenses to have our online curriculum available to them. We have hundreds of courses available from how to mop a floor all the way up to leadership training for supervisors that all can be accessed from any computer with internet access.

TRAINING STAFF:

George Dickerson – Workloading/Analysis Training – 8AM – 5 PM

Aaron Laramee – Workloading/Analysis Training – 8 AM – 5 PM

Mary Ellen Claffey – Online Procurement Training – 8 AM – 4 PM

JP Mayo – Chemical & Product Training – 8 AM – 5 PM

Kevin Corcoran – Equipment Training – 7 AM – 5 PM

17 Account Managers on Staff Capable of Training – 8 AM – 5 PM

2 Sales Managers on Staff Capable of Training – 8 AM – 5 PM

1 General Manager on Staff Capable of Training – 8 AM – 5 PM

Pricing:

Is your pricing methodology guaranteed for the term of the contract? **No** X **Yes**

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? **No** X **Yes**

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? X **No** **Yes**

Will you offer volume price discounts as described in the pricing terms of Part A? X **No** **Yes**

Competitiveness: In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than what your company offers to individual customers and/or cooperatives with equal to or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing offered to individual customers and/or cooperatives with equal to or lower volume? **No** X **Yes**

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

_____ Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

_____ Pricing is LESS THAN individual customer and/or cooperatives. Lower by _____%

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? _____ No _____ X Yes

If YES, identify which cooperative and the respective expiration date(s).

Massachusetts – FAC85, MHEC

Connecticut - MHEC

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

AEPA would be our lead contract for CT, RI, VT, NH and ME

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X" .	
	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
X	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Shipping & Handling: Orders that are \$50.00 or more shall include free shipping and handling. What is the flat rate your company will charge, regardless of where shipped in the continental United States, for orders less than \$50.00?	\$12.95
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Product Returns: Does your business have a return policy? _____ No _____ X Yes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

15% on Supplies – Special Orders Only. As long as the product is unopened and perishable products less than a year old there is no restock fee for stocked items. There is a 25% Restocking Fee on Equipment

Payment Terms: Will your business offer AEPA buyer's a quick pay discount? _____ No _____ X Yes

If YES, what is the discount? _____ %Net

Leasing: Do your business offer leasing arrangements under this bid? No X Yes

If Yes, please indicate the rate factor and other cost factors below. _____

We use a Third Party Company (All Line Leasing). There rate in dependent on size and term of lease.

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X	
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	
6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.	X	
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
8. Attend two (2) AEPA meetings each year (see Part A)	X	
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	X	
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. If “no” is marked with an “X” below, complete this form by signing it at the bottom.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this bid.

X	No , this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes , this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Deviations

Instructions:

1. If “no” is marked with an “X” below, complete this form by signing it at the bottom.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state or federal laws cannot be accepted under this bid.

X	No , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
	Yes , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation

COLUMBIA SAP#1330

Randy Timmerman, General Manager
rtimmerman@hillyard.com
 Jeremy Slenker, Operations Manager
jslenker@hillyard.com
 1611 Burlington, Suite C
 Columbia, MO 65202
 800/888-9049
 573/474-8856
 573/474-1904 FAX
 2/1/89

CONNECTICUT SAP#1470

Dermot Pelletier, General Manager
dpelletier@hillyard.com
 Matt Hoffman, Sales Manager
mhoffman@hillyard.com
 Steve Obrycki, Operations Mgr.
Sobrycki@hillyard.com
 127 Park Avenue, Suite 101
 East Hartford, CT 06108
 800/832-1013
 860/646-3322
 860/647-7057 FAX
 10/1/10

DELAWARE VALLEY SAP#1430

Dan Crawford, General Manager
dcrawford@hillyard.com
 James Geletei, Sales Manager
jgeletei@hillyard.com
 David Lombard, Operations Manager
dlombard@hillyard.com
 40 Ash Circle
 Warminster, PA 18974
 888/994-7272
 215/674-5400
 866/265-0582 FAX
 215/674-1971 FAX
 10/1/99

DENVER SAP#1160

Bill Weeks, General Manager
billw@hillyard.com
 Jaime Bartell, Operations Manager
jbartell@hillyard.com
 4901 Moline Street
 Denver, CO 80239-2616
 800/866-5650
 303/321-1227
 303/321-4263 FAX
 7/2/90

DES MOINES SAP#1540

Chad Cox, General Manager
ccox@hillyard.com
 Jill Balke, Operations Manager
jbalk@hillyard.com
 4267 109th Street
 Urbandale, IA 50322
 800/584-9237
 800/622-8208 (Iowa only)
 515/727-2133
 515/727-2140 FAX
 4/28/06

FLAGSTAFF SAP#1150

Mike Richardson, General Manager
mrichardson@hillyard.com
 Tammy Dukes, Office Manager
tdukes@hillyard.com
 2377 North Steves Blvd.
 Flagstaff, AZ 86004-6115
 800/289-4195
 928/526-2277
 928/526-4247 FAX
 4/1/86

HUTCHINSON SAP#1520

Scott Haag, General Manager
shaag@hillyard.com
 Scott Cripps, Operations Manager
scripps@hillyard.com
 Greg Gillett, Sales Manager
ggillett@hillyard.com
 P.O. Box 303 55350-0303
 26 Michigan St., S.E. 55350
 Hutchinson, MN
 800/423-3550
 320/587-3236
 320/587-7553 FAX
 7/1/84

OWATONNA SAP#1520

(Hutchinson Sub-Branch)
 Scott Haag, General Manager
shaag@hillyard.com
 Del Point, Contact
dpoint@hillyard.com
Send all mail/leads to Hutchinson
 3299 County Rd. 45 North
 Owatonna, MN 55060
 800/423-3550
 320/587-7553 FAX
 1/90

INDIANA SAP#1350

Darin Miller, General Manager
dmiller@hillyard.com
 Dyke Williams, Operation Manager
dwilliams@hillyard.com
 14317 W. Painter Drive
 Daleville, IN 47334
 800/296-4213
 765/378-3766
 800/296-6127 FAX
 765/378-6671 FAX
 9/16/96

KANSAS CITY

(NWMO Co-Branch) SAP#1310
 Randy Timmerman, General Manager
rtimmerman@hillyard.com
 Chris DeLano, Sales Manager
cdelano@hillyard.com
 Lori Seeger, Operations Manager
lseeger@hillyard.com
 10809 North Pomona
 Kansas City, MO 64153
 888/420-7380
 816/569-0900
 816/569-0909 FAX
 7/03

NORTHWEST MISSOURI

(Kansas City Co-Branch) SAP#1310
 201 Jules
 St. Joseph, MO 64501
 816/232-7380
 816/232-0089 FAX
 6/1/92

KENTUCKY SAP#1410

Keith Jones, General Manager
kjones@hillyard.com
 Bradly Kopp, Sales Manager
bkopp@hillyard.com
 Joey Lathrem, Operations Manager
jlathrem@hillyard.com
 Joe Shropshire, Service Manager
joeshropshire@hillyard.com
 551B Horton Court 40511
 Lexington, KY
 800/432-9056 (KY only)
 859/252-7511
 859/281-6360 FAX
 10/1/96

LANCASTER SAP#1420

Lou Maylock, General Manager
lmaylock@hillyard.com
 Dan Woolley, Sales Manager
dwoolley@hillyard.com
 Denise Lewis, Operations Manager
deniselewis@hillyard.com
 Chuck Balmer, Service Manager
cbalmer@hillyard.com
 360 Steel Way
 Lancaster, PA 17601
 800/232-3666
 717/569-5768
 717/569-8278 FAX
 8/31/98

LOS ANGELES SAP#1130

Steve Hunter, General Manager
shunter@hillyard.com
 William DeLeon, Operations Manager
wdeleon@hillyard.com
 Skip Dallen, Sales Manager
sdallen@hillyard.com
 6205-A Randolph Street
 Los Angeles, CA 90040
 800/464-5927
 323/888-2988
 323/888-2588 FAX
 7/20/81

MINNEAPOLIS SAP#1510

John Dalman, General Manager
jdalman@hillyard.com
 Laura Rennie, Operations Manager
lrennie@hillyard.com
 Dan Westlund, Sales Manager
dwestlund@hillyard.com
 274 Apollo Drive
 Lino Lakes, MN 55014
 800/950-7660
 763/746-2800
 763/746-2850 FAX
 6/1/72

EAU CLAIRE SAP#1510

(Minneapolis Sub-Branch)
 John Dalman, General Manager
jdalman@hillyard.com
 2126 Esmond Road
 Eau Claire, WI 54701
 715/838-9815
 715/838-9937 FAX
 1/97

NEW HAMPSHIRE SAP#1440

Dermot Pelletier, General Manager
dpelletier@hillyard.com
 Daniel Smith, Sales Manager
danielsmith@hillyard.com
 Patty Ilaria, Operations Manager
pilaria@hillyard.com
 1070 Holt Avenue
 Manchester, NH 03109
 800/292-9565
 603/669-9565
 603/626-6244 FAX
 9/30/00

NEW YORK SAP#1450

Jay Jones, General Manager
jjones@hillyard.com
 Russell D'Anna, Sales Manager
rdanna@hillyard.com
 Dianne Beaumont, Operations Manager
dbeaumont@hillyard.com
 125 Rawson Road
 Victor, NY 14564
 800/695-5336
 585/924-2820
 585/924-2829 FAX
 866/381-5286 FAX
 6/24/91

OHIO SAP#1460

Joe Bonder, General Manager

jbonder@hillyard.com

Lisa Trice, Sales Manager

ltrice@hillyard.com

Keith Martin, Sales Manager

kmartin@hillyard.com

Jim Hacker, Operations Manager

jhacker@hillyard.com

545 Stimmel Road

Columbus, OH 43223

800/264-1568**614/443-7647****614/443-2771 FAX**

12/1/07

PHOENIX SAP#1140

John McCall, General Manager

jmccall@hillyard.com

Jim Moore, Sales Manager

jmoore@hillyard.com

Alyssa Moll, Operations Manager

amoll@hillyard.com

1755 South Extension Road

Mesa, AZ 85210

800/950-4570 (Arizona Only)**480/833-5711****480/820-0001 FAX**

2/1/72

SACRAMENTO SAP#1120

Cindy LaCasse-Koff, General Manager

clacasse@hillyard.com

Mike Moss, Operations Manager

mmoss@hillyard.com

826 Professor Lane, Suite 150

Sacramento, CA 95834

800/755-3111**916/569-4170****916/569-4175 FAX**

8/1/98

ST. LOUIS SAP#1340

Mike Bond, General Manager

mbond@hillyard.com

Karen Baretich, Operations Manager

kbaretich@hillyard.com

P.O. Box 1552

815 Fee Fee Road

Maryland Heights, MO 63043-3268

800/726-1685**314/432-4600****314/432-0945 FAX**

3/1/71

SAN FRANCISCO SAP#1110

Rob Wullenwaber, General Manager

rwullenwaber@hillyard.com

Jerry Gilmore II, Operations Manager

jgilmore@hillyard.com

1671 Atlantic Court Bld.#4

Union City, CA 94587

800/255-5326**650/365-8000****650/365-5730 FAX**

5/1/98

SIOUX FALLS SAP#1530

Tim Johnson, General Manager

tjohnson@hillyard.com

Orrin Townswick, Operations Manager

otownswick@hillyard.com800 East 48th St. North

Sioux Falls, SD 57104

800/666-2744**605/335-2292****605/335-7761 FAX**

7/25/88

OMAHA SAP#1530**(Sioux Falls Sub-Branch)**

Tim Johnson, General Manager

tjohnson@hillyard.com

11621 Centennial Road

LaVista, NE 68128

800/743-1213**402/733-4040****402/733-8403 FAX**

10/95

BRANSON SAP#1320**(Springfield Sub-Branch)**

Steve Baker, General Manager

sbaker@hillyard.com

Shawn Newberry, Sales Manager

snewberry@hillyard.com

125E Warehouse Drive

Branson, MO 65616

417/335-2240**417/335-2248 FAX**

11/88

RAPID CITY SAP#1530**(Sioux Falls Sub-Branch)**

Tim Johnson, General Manager

tjohnson@hillyard.com

1400 B Deadwood Avenue

Rapid City, SD 57702

800/850-2518**605/341-7950****605/341-0688 FAX**

3/92

TEXAS SAP#1210

Jason Walton, General Manager

jwalton@hillyard.com

Rachael Roman, Operation Manager

rroman@hillyard.com

12871 Wetmore Rd.

San Antonio, TX 78247

800/728-4120**210/655-3201****210/655-3211 FAX**

11/1/99

SPRINGFIELD SAP#1320

Steve Baker, General Manager

sbaker@hillyard.com

Bob Hunter, Operations Manager

bhunter@hillyard.com

Shawn Newberry, Sales Manager

snewberry@hillyard.com

2850 N. Ingram Ave.

Springfield, MO 65803

800/864-5344**417/865-1666****417/865-1009 FAX**

2/10/81

TUCSON SAP#1170

John McCall, General Manager

jmccall@hillyard.com

Jim Moore, Sales Manager

jmoore@hillyard.com

3741 North I-10 EB Frontage Road,

Suite 107

Tucson, AZ 85705

800/362-4965**520/624-7436****520/620-1248 FAX**

8/1/06



Association of Educational
PURCHASING AGENCIES

Part E – Signature Forms
AEPA IFB 019-B
Custodial Supplies & Equipment

Instructions

Contained herein are forms that require a signature from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Once signed, place notary stamp in the delegated area on the Bid Affidavit.
4. Return the forms and pages in their correct order and scan one (1) single PDF format titled "Part E - Signature Forms - Name of Bidding Company" (i.e. one PDF document for all signature forms).
5. Submit Part E, along with other required documents in Public Purchase.

AEPA does not allow electronic signatures.

*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as one (1), single PDF titled "Part E - Signature Forms - Name of Bidding Company".

Uniform Guidance "EDGAR" Certification Form - ***signature required**

Bid Affidavit - ***signature required**

Acceptance of Bid & Contract Award - ***signature required**

Hillyard, Inc.
127 Park Avenue
East Hartford, CT 06108

Uniform Guidance "EDGAR" Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All bidders submitting proposals must complete this EDGAR Certification form regarding the bidder's willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Bidder will certify its agreement and ability to comply, where applicable, by having the bidder's authorized representative check, initial the applicable boxes, and sign the acknowledgement at the end of this form. If a bidder fails to complete any item of this form, AEPA will consider and may list the response, as the bidder is unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the bidder using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding bidder default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the bidder and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the bidder. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay bidder for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the bidder's return policy. If the participating agency has paid the bidder for goods and services provided as the date of termination, bidder shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including the manner by which it will be effected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the bidder, the participating agency's provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Bidder agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and bidder agrees that it shall comply with such provision.

Hillyard, Inc.

4. Davis Bacon Act

When required by Federal program legislation, bidder agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, bidder shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, bidder is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, bidder shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Bidder agrees that, for any purchase to which this requirement applies, the award of the purchase to the bidder is conditioned upon bidder's acceptance of wage determination.

Bidder further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, bidder agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, bidder is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, bidder agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Hillyard, Inc.
127 Park Avenue
East Hartford, CT 06108

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Bidder certifies that the bidder is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the bidder if bidder is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), bidders that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, bidder agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recover, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, bidder agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, bidder agrees that the total price, including profit, charged by the bidder to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the bidders contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, bidder agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

Hillyard, Inc.
127 Park Avenue
East Hartford, CT 06108

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Bidder Certification (By Item)	Bidder Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	
2. Termination for Cause of Convenience	Yes	
3. Equal Employment Opportunity	Yes	
4. Davis-Bacon Act	Yes	
5. Contract Work Hours and Safety Standards Act	Yes	
6. Right to Inventions Made Under a Contract or Agreement	Yes	
7. Clean Air Act and Federal Water Pollution Control Act	Yes	
8. Debarment and Suspension	Yes	
9. Byrd Anti-Lobbying Amendment	Yes	
10. Procurement of Recovered Materials	Yes	
11. Profit as a Separate Element of Price	Yes	
12. General Compliance with Participating Agencies	Yes	

Hillyard, Inc.

Name of Business

Signature of Authorized Representative

Dermot D. Pelletier

Printed Name

9/20/18

Date

Hillyard, Inc.
127 Park Avenue
East Hartford, CT 06108

Bid Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Bidder is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the bidder), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other bidders, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the bidder, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other bidder, or to any of the aforementioned persons, anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement, or agreement, with any other bidder or bidders which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the bidder, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the bidder, nor any officer, director, partner, member or associate of the bidder, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the bidder, or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the bidder will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the bidder is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved and have included all information that is required of these bid forms.

Dermot D. Pelletier
Authorized Representative (Please print or type)

127 Park Avenue
Mailing Address

General Manager
Title (Please print or type)

East Hartford, CT 06108
City, State, Zip

[Handwritten Signature]
Signature of Authorized Representative

9/26/18
Date

Subscribed and sworn to before me this 26th day of September 2018

Notary Public in and for County of Hartford State of Connecticut

My commission expires on March 31, 2019 Signature Mary Ellen Claffey

Hillyard, Inc.
127 Park Avenue
East Hartford, CT 06108

Mary Ellen Claffey
Notary Public
State of Connecticut
My Commission Expires 3/31/19

Enter Notary Stamp



Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>Hillyard, Inc.</u>	Date	<u>9/20/18</u>
Address	<u>127 Park Avenue</u>	City, State Zip	<u>East Hartford CT 06108</u>
Contact Person	<u>Matt Hoffman</u>	Title	<u>Sales Manager</u>
Authorized Signature		Title	<u>General Manager</u>
Email	<u>mhoffman@hillyard.com</u>	Phone	<u>800.832.1013 x 284</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency _____

Authorized Representative _____

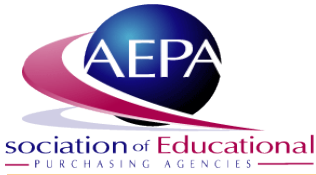
Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)		Or March 1, 2019

Bid Checklist

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their specified/required format, by the due date and time listed for this IFB. Bid submissions not following the specified/required format may result as being marked non-responsive and may not be considered for evaluation. Bidders are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the IFB deadline submission date.

"x"	Document Title, Uploaded to Public Purchase <i>(Bidder must submit documents in the required title/format)</i>	Format of Uploaded Document	Notes
N/A	Bid Bond - if Required, see Part B if applicable.	Upload PDF copy. The original must be received by Oakland Public Schools by due date and time.	Send to Oakland Public Schools.
X	Part C - State Specific Forms - Name of Bidding Company	Single, Scanned PDF	Required. Signatures Required.
X	Part D - Questionnaire - Name of Bidding Company Includes: <ul style="list-style-type: none"> • Company Information • Service Questionnaire • Exceptions • Deviations 	Single, Scanned PDF	Required.
X	Part E - Signature Forms - Name of Bidding Company Includes: <ul style="list-style-type: none"> • Uniform Guidance "EDGAR" Certification • Bid Affidavit • Acceptance of Bid & Contract Award 	Single, Scanned PDF	Required. Signatures required.
X	Part F - Pricing Schedule - Name of Bidding Company	Excel Workbook	Required.
X	Exhibit A - Annual Report/Letter of Credit - Name of Bidding Company	*See Note Below	Required. Not provided by AEPA, Bidder Created
X	Exhibit B - Marketing Plan - Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
X	Exhibit C - Warranties, Additional Services - Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
N/A	Exhibit D - Additional Discounts - Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created

*An attached letter of line of credit from the Bidder's chief financial institution is required unless the company is publicly traded. If the company is publicly traded, a complete Annual Financial Report from the most recent year is REQUIRED. Scan the Letter of Line of Credit and/or Annual Report into a PDF document and title as per the instructions in Document Development above. Bidders may choose to send the Letter of Line of Credit and/or Annual Report by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The Letter of Line of Credit and/or Annual Report must be received by the Executive Director before October 1, 2018 at 1:30 EST.



Part F.1 – Catalog Discount for Items in a Commercially Available Catalog

AEPA #019-B Custodial Supplies and Equipment

Bidding Company Name: *Hillyard, Inc.*

Name of Catalog: *Hillyard Full Line Catalog*
(This must be the catalog in effect as of the bid date)

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

Part F.1 is a REQUIRED FORM

Grouping of Discount	Discount Offered for This Grouping	Comments
3M	25%	Floor Pads, Hand Pads & Accessories
GoJo	10%	Entire GoJo Brand/Catalog
Hillyard Auto Scrubbers	5%	Trident by Hillyard Auto Scrubbers - equipment & accessories
Hillyard Cleaners & Chemicals	16%	Hillyard Cleaners & Chemicals NOT LISTED IN OTHER HILLYARD GROUPS
Hillyard Restroom Cleaning Equipment	5%	Hillyard Restroom Cleaning Equipment Including Hillyard C3 Equipment & Accessories
Hillyard Hand Soap & Hand Sanitizer	16%	All Hillyard Hand Soap, Hand Sanitizer, Body Soap & Shampoo
Hillyard Dispensers	16%	All Hillyard Dispensers
Hillyard Floor Equipment	25%	Hillyard Dust Mops Entire Brand/Catalog
Hillyard Gator Matting	20%	Hillyard Gator Matting
Hillyard Floor Stripping Pads	25%	Hillyard Floor Stripping Pads
Hillyard Floor Stripping Chemical	16%	Hillyard Floor Stripping Solution & Neutralizer Chemicals
Hillyard Floor Polish Accessories	25%	Hillyard Floor Polish Pads
Hillyard Tile & Grout Cleaners	16%	Hillyard Tile & Grout Cleaners
Berry Plastics	20%	Hillyard Trash Liners
Impact Products	30%	Entire Impact Brand/Catalog
Nilfisk-Advance	21%	Entire Nilfisk-Advnace Brand/Catalog
Nobles	15%	Entire Nobles Brand/Catalog
Orbio	5%	Entire Orbio Brand/Catalog
ProTeam	22%	Entire ProTeam Brand/Catalog
Rubbermaid	35%	Entire Rubbermaid Brand/Catalog
Essity	23%	Entire Essity Brand/Catalog
Unger	21%	Entire Unger Brand/Catalog
Viper Air Blowers	25%	All Viper Air Blowers
Viper Auto Scrubbers	25%	All Viper Auto Scrubbers & Accessories
Viper Buffers	25%	All Viper Buffers & Accessories
Viper Burnishers	25%	All Viper Burnishers & Accessories
Viper Carpet Cleaning Equipment	25%	All Viper Carpet Cleaning Equipment & Accessories

Viper Fans	25%	All Viper Fans & Accessories
Viper Floor Stripping Equipment	28%	All Viper Floor Stripping Equipment & Accessories
Vipers Polisher Equipment	28%	All Viper Polisher Equipment & Accessories



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:			<i>Hillyard, Inc.</i>			Catalog Name:		<i>Hillyard, Inc.</i>			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Floor Stipping Pads	SCREEN DISC 16 IN 60 GRIT	HILLYARD INDUSTRIES	HIL32116	HIL32116	EA	\$17.39	25.0%	\$ 13.05		1
2	Floor Stipping Pads	SCREEN DISC 17 IN 60 GRIT	HILLYARD INDUSTRIES	HIL32117	HIL32117	EA	\$22.06	25.0%	\$ 16.54		2
3	Floor Stipping Pads	SCREEN DISC 18 IN 60 GRIT	HILLYARD INDUSTRIES	HIL32118	HIL32118	EA	\$22.11	25.0%	\$ 16.58		3
4	Floor Stipping Pads	SCREEN DISC 20 IN 60 GRIT	HILLYARD INDUSTRIES	HIL32120	HIL32120	EA	\$26.93	25.0%	\$ 20.20		4
5	Floor Stipping Pads	SCREEN DISC 16 IN 80 GRIT	HILLYARD INDUSTRIES	HIL32316	HIL32316	EA	\$14.41	25.0%	\$ 10.81		5
6	Floor Stipping Pads	SCREEN DISC 17 IN 80 GRIT	HILLYARD INDUSTRIES	HIL32317	HIL32317	EA	\$18.84	25.0%	\$ 14.13		6
7	Floor Stipping Pads	SCREEN DISC 18 IN 80 GRIT	HILLYARD INDUSTRIES	HIL32318	HIL32318	EA	\$18.31	25.0%	\$ 13.73		7
8	Floor Stipping Pads	SCREEN DISC 20 IN 80 GRIT	HILLYARD INDUSTRIES	HIL32320	HIL32320	EA	\$22.32	25.0%	\$ 16.74		8
9	Floor Stipping Pads	SCREEN DISC 16 IN 100 GRIT	HILLYARD INDUSTRIES	HIL32516	HIL32516	EA	\$11.94	25.0%	\$ 8.95		9
10	Floor Stipping Pads	SCREEN DISC 17 IN 100 GRIT	HILLYARD INDUSTRIES	HIL32517	HIL32517	EA	\$15.52	25.0%	\$ 11.64		10
11	Floor Stipping Pads	SCREEN DISC 18 IN 100 GRIT	HILLYARD INDUSTRIES	HIL32518	HIL32518	EA	\$15.10	25.0%	\$ 11.32		11
12	Floor Stipping Pads	SCREEN DISC 20 IN 100 GRIT	HILLYARD INDUSTRIES	HIL32520	HIL32520	EA	\$18.47	25.0%	\$ 13.85		12
13	Floor Stipping Pads	SCREEN DISC 22 IN 100 GRIT	HILLYARD INDUSTRIES	HIL32522	HIL32522	EA	\$22.11	25.0%	\$ 16.58		13
14	Floor Stipping Pads	SCREEN DISC 13 IN 120 GRIT	HILLYARD INDUSTRIES	HIL32613	HIL32613	EA	\$7.71	25.0%	\$ 5.79		14
15	Floor Stipping Pads	SCREEN DISC 16 IN 120 GRIT	HILLYARD INDUSTRIES	HIL32616	HIL32616	EA	\$10.28	25.0%	\$ 7.71		15
16	Floor Stipping Pads	SCREEN DISC 17 IN 120 GRIT	HILLYARD INDUSTRIES	HIL32617	HIL32617	EA	\$13.44	25.0%	\$ 10.08		16
17	Floor Stipping Pads	SCREEN DISC 18 IN 120 GRIT	HILLYARD INDUSTRIES	HIL32618	HIL32618	EA	\$13.01	25.0%	\$ 9.76		17
18	Floor Stipping Pads	SCREEN DISC 20 IN 120 GRIT	HILLYARD INDUSTRIES	HIL32620	HIL32620	EA	\$15.91	25.0%	\$ 11.93		18
19	Floor Stipping Pads	SCREEN DISC 16 IN 150 GRIT	HILLYARD INDUSTRIES	HIL32716	HIL32716	EA	\$9.69	25.0%	\$ 7.27		19
20	Floor Stipping Pads	SCREEN DISC 17 IN 150 GRIT	HILLYARD INDUSTRIES	HIL32717	HIL32717	EA	\$13.44	25.0%	\$ 10.08		20
21	Floor Stipping Pads	SCREEN DISC 18 IN 150 GRIT	HILLYARD INDUSTRIES	HIL32718	HIL32718	EA	\$12.31	25.0%	\$ 9.23		21
22	Floor Stipping Pads	SCREEN DISC 20 IN 150 GRIT	HILLYARD INDUSTRIES	HIL32720	HIL32720	EA	\$14.99	25.0%	\$ 11.24		22
23	Floor Stipping Pads	PAD 12 IN DIAMOND PREP 800 GRIT	HILLYARD INDUSTRIES	HIL42950	HIL42950	EA	\$34.08	25.0%	\$ 25.56		23
24	Floor Stipping Pads	PAD 12 IN DIAMOND MAINTAINER 1500 GRI	HILLYARD INDUSTRIES	HIL42951	HIL42951	EA	\$34.08	25.0%	\$ 25.56		24
25	Floor Stipping Pads	PAD 14 IN DIAMOND PREP 800 GRIT	HILLYARD INDUSTRIES	HIL42952	HIL42952	EA	\$40.26	25.0%	\$ 30.19		25
26	Floor Stipping Pads	PAD 14 IN DIAMOND MAINTAINER 1500 GRI	HILLYARD INDUSTRIES	HIL42953	HIL42953	EA	\$40.26	25.0%	\$ 30.19		26
27	Floor Stipping Pads	PAD 17 IN DIAMOND PREP 800 GRIT	HILLYARD INDUSTRIES	HIL42954	HIL42954	EA	\$46.42	25.0%	\$ 34.82		27
28	Floor Stipping Pads	PAD 17 IN DIAMOND MAINTAINER 1500 GRI	HILLYARD INDUSTRIES	HIL42955	HIL42955	EA	\$46.42	25.0%	\$ 34.82		28
29	Floor Stipping Pads	PAD 20 IN DIAMOND PREP 800 GRIT	HILLYARD INDUSTRIES	HIL42956	HIL42956	EA	\$55.55	25.0%	\$ 41.67		29
30	Floor Stipping Pads	PAD 20 IN DIAMOND MAINTAINER 1500 GRI	HILLYARD INDUSTRIES	HIL42957	HIL42957	EA	\$55.55	25.0%	\$ 41.67		30
31	Floor Stipping Pads	PAD 27 IN DIAMOND PREP 800 GRIT	HILLYARD INDUSTRIES	HIL42958	HIL42958	EA	\$89.63	25.0%	\$ 67.22		31
32	Floor Stipping Pads	PAD 27 IN DIAMOND MAINTAINER 1500 GRI	HILLYARD INDUSTRIES	HIL42959	HIL42959	EA	\$89.63	25.0%	\$ 67.22		32
33	Soap/Sanitizer	SOAP GENERAL LOTION PINK 1000ML 10CS	HILLYARD INDUSTRIES	HIL0035023	HIL0035023	CS	\$92.01	16.0%	\$ 77.29		33
34	Soap/Sanitizer	SOAP AMB ANTIMICROBIAL GOLD 1000ML 10	HILLYARD INDUSTRIES	HIL0035123	HIL0035123	CS	\$131.13	16.0%	\$ 110.15		34
35	Soap/Sanitizer	SOAP PINK PLUS LOTION 1000ML 10CS	HILLYARD INDUSTRIES	HIL0035523	HIL0035523	CS	\$149.82	16.0%	\$ 125.85		35
36	Soap/Sanitizer	SHAMPOO SPA PLUS BODY/HAIR 1000ML 10C	HILLYARD INDUSTRIES	HIL0035723	HIL0035723	CS	\$158.79	16.0%	\$ 133.38		36
37	Soap/Sanitizer	HAND CLEANER MD PLUS 2000ML 4CS	HILLYARD INDUSTRIES	HIL0035903	HIL0035903	CS	\$136.02	16.0%	\$ 114.26		37
38	Soap/Sanitizer	HAND CLEANER ORANGE-PLUS 2000ML 4CS	HILLYARD INDUSTRIES	HIL0036003	HIL0036003	CS	\$117.50	16.0%	\$ 98.70		38



Association of Educational Professionals and Other Staff

Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		3M			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Floor/Hand Pads & Access.	TAPE MASKING 3/4IN X 60YD BLUE	3M	MIN079738	MIN079738	ROLL	\$5.87	25.0%	\$4.40		1
2	Floor/Hand Pads & Access.	CLEANER SHARPSHOOTER X STRENGTH NO RI	3M	MIN13702	MIN13702	PL	\$145.88	25.0%	\$109.41		2
3	Floor/Hand Pads & Access.	PAD 13 IN ERASER BURNISH 5 CS	3M	MIN25852	MIN25852	EA	\$11.85	25.0%	\$8.89		3
4	Floor/Hand Pads & Access.	PAD FLOOR 12 IN SIENNA DIAMOND	3M	MIN48193	MIN48193	EA	\$48.56	25.0%	\$36.42		4
5	Floor/Hand Pads & Access.	DUST MASK N95 30 PER PAC	3M	MIN52968	MIN52968	PK	\$22.17	25.0%	\$16.63		5
6	Floor/Hand Pads & Access.	PAD RESCUE II SOAP 12 PK 6 CS	3M	MIN61010615914	MIN61010615914	CS	\$143.86	25.0%	\$107.90		6
7	Floor/Hand Pads & Access.	PAD 12 IN HIGH PRO BLACK 5 CS	3M	MIN61500014818	MIN61500014818	EA	\$10.23	25.0%	\$7.67		7
8	Floor/Hand Pads & Access.	PAD 13 IN HIGH PRO BLACK 5 CS	3M	MIN61500014826	MIN61500014826	EA	\$11.66	25.0%	\$8.75		8
9	Floor/Hand Pads & Access.	PAD 14 IN HIGH PRO BLACK 5 CS	3M	MIN61500014834	MIN61500014834	EA	\$13.10	25.0%	\$9.82		9
10	Floor/Hand Pads & Access.	PAD 16 IN HIGH PRO BLACK 5 CS	3M	MIN61500014859	MIN61500014859	EA	\$15.56	25.0%	\$11.67		10
11	Floor/Hand Pads & Access.	PAD 17 IN HIGH PRO BLACK 5 CS	3M	MIN61500014867	MIN61500014867	EA	\$17.10	25.0%	\$12.83		11
12	Floor/Hand Pads & Access.	PAD 18 IN HIGH PRO BLACK 5 CS	3M	MIN61500014875	MIN61500014875	EA	\$18.48	25.0%	\$13.86		12
13	Floor/Hand Pads & Access.	PAD 19 IN HIGH PRO BLACK 5 CS	3M	MIN61500014883	MIN61500014883	EA	\$20.27	25.0%	\$15.20		13
14	Floor/Hand Pads & Access.	PAD 20 IN HIGH PRO BLACK 5 CS	3M	MIN61500014891	MIN61500014891	EA	\$22.19	25.0%	\$16.64		14
15	Floor/Hand Pads & Access.	PAD 22 IN HIGH PRO BLACK 5 CS	3M	MIN61500014917	MIN61500014917	EA	\$27.82	25.0%	\$20.87		15
16	Floor/Hand Pads & Access.	POT N PAN HANDLER 88 EXTRA HD 4 CS	3M	MIN61500015153	MIN61500015153	PK	\$16.78	25.0%	\$12.58		16
17	Floor/Hand Pads & Access.	PAD 86 HD SCOURING 3 PAC OF 12 PER CS	3M	MIN61500025921	MIN61500025921	PK	\$32.85	25.0%	\$24.64		17
18	Floor/Hand Pads & Access.	PAD 17 IN STRIPPER BLACK 5 CS	3M	MIN61500035912	MIN61500035912	EA	\$9.17	25.0%	\$6.88		18
19	Floor/Hand Pads & Access.	PAD 20 IN STRIPPER BLACK 5 CS	3M	MIN61500035920	MIN61500035920	EA	\$11.88	25.0%	\$8.91		19
20	Floor/Hand Pads & Access.	PAD 17 IN BUFFER RED 5 CS	3M	MIN61500035938	MIN61500035938	EA	\$8.93	25.0%	\$6.70		20
21	Floor/Hand Pads & Access.	PAD 20 IN BUFFER RED 5 CS	3M	MIN61500035946	MIN61500035946	EA	\$11.56	25.0%	\$8.67		21
22	Floor/Hand Pads & Access.	PAD 17 IN SUPER POLISH WHITE 5 CS	3M	MIN61500035953	MIN61500035953	EA	\$8.93	25.0%	\$6.70		22
23	Floor/Hand Pads & Access.	PAD 20 IN SUPER POLISH WHITE 5 CS	3M	MIN61500035961	MIN61500035961	EA	\$11.56	25.0%	\$8.67		23
24	Floor/Hand Pads & Access.	PAD 12 IN STRIPPER BLACK 5 CS	3M	MIN61500044369	MIN61500044369	EA	\$5.52	25.0%	\$4.14		24
25	Floor/Hand Pads & Access.	PAD 13 IN STRIPPER BLACK 5 CS	3M	MIN61500044377	MIN61500044377	EA	\$6.22	25.0%	\$4.67		25
26	Floor/Hand Pads & Access.	PAD 14 IN STRIPPER BLACK 5 CS	3M	MIN61500044385	MIN61500044385	EA	\$7.06	25.0%	\$5.30		26
27	Floor/Hand Pads & Access.	PAD 15 IN STRIPPER BLACK 5 CS	3M	MIN61500044393	MIN61500044393	EA	\$7.69	25.0%	\$5.76		27
28	Floor/Hand Pads & Access.	PAD 16 IN STRIPPER BLACK 5 CS	3M	MIN61500044401	MIN61500044401	EA	\$8.28	25.0%	\$6.21		28
29	Floor/Hand Pads & Access.	PAD 18 IN STRIPPER BLACK 5 CS	3M	MIN61500044419	MIN61500044419	EA	\$9.82	25.0%	\$7.37		29
30	Floor/Hand Pads & Access.	PAD 19 IN STRIPPER BLACK 5 CS	3M	MIN61500044427	MIN61500044427	EA	\$10.91	25.0%	\$8.18		30
31	Floor/Hand Pads & Access.	PAD 21 IN STRIPPER BLACK 5 CS	3M	MIN61500044435	MIN61500044435	EA	\$13.42	25.0%	\$10.07		31
32	Floor/Hand Pads & Access.	PAD 22 IN STRIPPER BLACK 5 CS	3M	MIN61500044443	MIN61500044443	EA	\$14.94	25.0%	\$11.20		32
33	Floor/Hand Pads & Access.	PAD 14 IN STRIPPER BROWN 5 CS	3M	MIN61500044542	MIN61500044542	EA	\$7.06	25.0%	\$5.30		33
34	Floor/Hand Pads & Access.	PAD 17 IN STRIPPER BROWN 5 CS	3M	MIN61500044575	MIN61500044575	EA	\$9.17	25.0%	\$6.88		34
35	Floor/Hand Pads & Access.	PAD 20 IN STRIPPER BROWN 5 CS	3M	MIN61500044609	MIN61500044609	EA	\$11.88	25.0%	\$8.91		35
36	Floor/Hand Pads & Access.	PAD 12 IN CLEANER BLUE 5 CS	3M	MIN61500044708	MIN61500044708	EA	\$5.36	25.0%	\$4.02		36
37	Floor/Hand Pads & Access.	PAD 13 IN CLEANER BLUE 5 CS	3M	MIN61500044716	MIN61500044716	EA	\$6.06	25.0%	\$4.55		37
38	Floor/Hand Pads & Access.	PAD 14 IN CLEANER BLUE 5 CS	3M	MIN61500044724	MIN61500044724	EA	\$6.85	25.0%	\$5.14		38
39	Floor/Hand Pads & Access.	PAD 17 IN CLEANER BLUE 5 CS	3M	MIN61500044757	MIN61500044757	EA	\$8.93	25.0%	\$6.70		39
40	Floor/Hand Pads & Access.	PAD 19 IN CLEANER BLUE 5 CS	3M	MIN61500044773	MIN61500044773	EA	\$10.61	25.0%	\$7.96		40
41	Floor/Hand Pads & Access.	PAD 20 IN CLEANER BLUE 5 CS	3M	MIN61500044781	MIN61500044781	EA	\$11.56	25.0%	\$8.67		41



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

Association of Educational Professionals and Other Personnel

INSTRUCTIONS: Download the Net Effective Bid Price and respective information

NOTE: The Net Effective Price MUST be consistent with

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		Berry Plastics			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Trash Liner	LINER 36X58 1.2MIL CLEAR 100/CS	BERRY PLASTICS	MX30660C	MX30660C	CS	\$52.43	20.0%	\$ 41.94		1
2	Trash Liner	30X45,1.0MIL, GRE,30/RL5/CS	BERRY PLASTICS	EC3045100G	EC3045100G	CS	\$258.26	20.0%	\$ 206.61		2
3	Trash Liner	34X45,1MIL, GRE,20/RL5/CS	BERRY PLASTICS	EC3445100G	EC3445100G	CS	\$195.07	20.0%	\$ 156.06		3
4	Trash Liner	37X50,1MIL, GRE,20/RL5/CS	BERRY PLASTICS	EC3750100G	EC3750100G	CS	\$235.90	20.0%	\$ 188.72		4
5	Trash Liner	40X53,1MIL, GRE,20/RL5/CS	BERRY PLASTICS	EC4053100G	EC4053100G	CS	\$270.43	20.0%	\$ 216.34		5
6	Trash Liner	38X58,1.7MIL, BLK,100/CS	BERRY PLASTICS	F858170	F858170	CS	\$81.67	20.0%	\$ 65.33		6
7	Trash Liner	52X75,2MIL, BLK,10/RL5/CS	BERRY PLASTICS	LBR5275X5B	LBR5275X5B	CS	\$93.74	20.0%	\$ 74.99		7
8	Trash Liner	52X75,2MIL, CLR,10/RL5/CS	BERRY PLASTICS	LBR5275X5C	LBR5275X5C	CS	\$101.20	20.0%	\$ 80.96		8
9	Trash Liner	15561 17X18 2000/CS NATURAL	BERRY PLASTICS	LH17186N	LH17186N	CS	\$49.59	20.0%	\$ 39.67		9
10	Trash Liner	15562 20X22 2000/CS NATURAL	BERRY PLASTICS	LH20226N	LH20226N	CS	\$71.28	20.0%	\$ 57.03		10
11	Trash Liner	15829 24X24 1000/CS RED	BERRY PLASTICS	LH242411R	LH242411R	CS	\$83.13	20.0%	\$ 66.50		11
12	Trash Liner	15823 24X24 1000/CS RED/PRINTED	BERRY PLASTICS	LH242411RP	LH242411RP	CS	\$89.57	20.0%	\$ 71.66		12
13	Trash Liner	15870 24X24 1000/CS BLACK	BERRY PLASTICS	LH24246K	LH24246K	CS	\$40.74	20.0%	\$ 32.59		13
14	Trash Liner	15563 24X24 1000/CS NATURAL	BERRY PLASTICS	LH24246N	LH24246N	CS	\$24.15	20.0%	\$ 19.32		14
15	Trash Liner	15748 24X24 1000/CS BLACK	BERRY PLASTICS	LH24248K	LH24248K	CS	\$54.62	20.0%	\$ 43.69		15
16	Trash Liner	15495 24X24 1000/CS NATURAL	BERRY PLASTICS	LH24248N	LH24248N	CS	\$54.62	20.0%	\$ 43.69		16
17	Trash Liner	LINER 23.5X31 8MIC NAT 50 RL20 C	BERRY PLASTICS	LH243108N	LH243108N	CS	\$44.73	20.0%	\$ 35.78		17
18	Trash Liner	15874 24X33 1000/CS RED/PRINTED	BERRY PLASTICS	LH243311RP	LH243311RP	CS	\$122.77	20.0%	\$ 98.21		18
19	Trash Liner	15565 24X33 1000/CS BLACK	BERRY PLASTICS	LH24336K	LH24336K	CS	\$55.51	20.0%	\$ 44.41		19
20	Trash Liner	15564 24X33 1000/CS NATURAL	BERRY PLASTICS	LH24336N	LH24336N	CS	\$55.51	20.0%	\$ 44.41		20
21	Trash Liner	15749 24X33 1000/CS BLACK	BERRY PLASTICS	LH24338K	LH24338K	CS	\$75.21	20.0%	\$ 60.17		21
22	Trash Liner	15486 24X33 1000/CS NATURAL	BERRY PLASTICS	LH24338N	LH24338N	CS	\$75.21	20.0%	\$ 60.17		22
23	Trash Liner	15751 30X37 500/CS BLACK	BERRY PLASTICS	LH303710K	LH303710K	CS	\$62.19	20.0%	\$ 49.75		23
24	Trash Liner	15568 30X37 500/CS NATURAL	BERRY PLASTICS	LH303710N	LH303710N	CS	\$62.19	20.0%	\$ 49.75		24
25	Trash Liner	15752 30X37 500/CS BLACK	BERRY PLASTICS	LH303713K	LH303713K	CS	\$81.51	20.0%	\$ 65.21		25
26	Trash Liner	15569 30X37 500/CS NATURAL	BERRY PLASTICS	LH303713N	LH303713N	CS	\$81.51	20.0%	\$ 65.21		26
27	Trash Liner	15875 30X37 500/CS RED PRINTED	BERRY PLASTICS	LH303714RP	LH303714RP	CS	\$102.93	20.0%	\$ 82.35		27
28	Trash Liner	15753 30X37 250/CS BLACK	BERRY PLASTICS	LH303716K	LH303716K	CS	\$50.42	20.0%	\$ 40.33		28
29	Trash Liner	15570 30X37 250/CS NATURAL	BERRY PLASTICS	LH303716N	LH303716N	CS	\$50.42	20.0%	\$ 40.33		29



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		Essity			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Janitorial Paper Products	Multifold Towel White 200 pkg 15 cs	ESSITY	BAY00048	BAY00048	CS	\$54.81	23.0%	\$ 42.20		1
2	Janitorial Paper Products	C Fold Towel White 150 pkg 16 cs	ESSITY	BAY00049	BAY00049	CS	\$58.63	23.0%	\$ 45.14		2
3	Janitorial Paper Products	Tissue Toilet 1 ply 2000 sheets 12 cs	ESSITY	BAY02001	BAY02001	CS	\$78.39	23.0%	\$ 60.36		3
4	Janitorial Paper Products	Premium Airlaid Wiper - 1/4 Fold	ESSITY	BAY03351	BAY03351	CS	\$115.48	23.0%	\$ 88.92		4
5	Janitorial Paper Products	Economy Airlaid Wiper - 1/4 Fold	ESSITY	BAY03352	BAY03352	CS	\$102.80	23.0%	\$ 79.15		5
6	Janitorial Paper Products	Economy Airlaid Wiper - Pop-Up Box	ESSITY	BAY03354	BAY03354	CS	\$117.80	23.0%	\$ 90.70		6
7	Janitorial Paper Products	CP Dubl Tough Wht 1-ply Airlaid 400 ft 6 cs	ESSITY	BAY03356	BAY03356	CS	\$125.69	23.0%	\$ 96.78		7
8	Janitorial Paper Products	Scrim Paper Wiper - 1/4 Fold	ESSITY	BAY03361	BAY03361	CS	\$114.52	23.0%	\$ 88.18		8
9	Janitorial Paper Products	Scrim Paper Wiper - Pop-Up Box	ESSITY	BAY03362	BAY03362	CS	\$130.34	23.0%	\$ 100.36		9
10	Janitorial Paper Products	Spunlaced Smooth Wiper - 1/4 Fold	ESSITY	BAY03371	BAY03371	CS	\$174.10	23.0%	\$ 134.06		10
11	Janitorial Paper Products	Spunlaced Creped Wiper - Pop-Up Box	ESSITY	BAY03372	BAY03372	CS	\$102.12	23.0%	\$ 78.63		11
12	Janitorial Paper Products	DRC Wiper - 1/4 Fold	ESSITY	BAY03380	BAY03380	CS	\$151.33	23.0%	\$ 116.53		12
13	Janitorial Paper Products	DRC Wiper - Pop-Up Box	ESSITY	BAY03382	BAY03382	CS	\$108.39	23.0%	\$ 83.46		13
14	Janitorial Paper Products	TOWEL OPTIFOLD ES ARTISAN WHT 250PK 12PK/CS	ESSITY	BAY04620	BAY04620	CS	\$44.99	23.0%	\$ 34.64		14
15	Janitorial Paper Products	Facial Tissue 2 ply 100 pkg 30 cs	ESSITY	BAY06100	BAY06100	CS	\$60.27	23.0%	\$ 46.41		15
16	Janitorial Paper Products	Facial Tissue 2 ply 85 pkg 36 cs	ESSITY	BAY06185	BAY06185	CS	\$83.03	23.0%	\$ 63.93		16
17	Janitorial Paper Products	Tissue Toilet 2 ply 625 sheets 48 cs	ESSITY	BAY06325	BAY06325	CS	\$93.12	23.0%	\$ 71.70		17
18	Janitorial Paper Products	Tissue Toilet 2 ply 500 sheets 96 cs	ESSITY	BAY06350	BAY06350	CS	\$134.97	23.0%	\$ 103.93		18
19	Janitorial Paper Products	Tissue Toilet 2 ply 625 sheets 48 cs	ESSITY	BAY06352	BAY06352	CS	\$71.58	23.0%	\$ 55.11		19
20	Janitorial Paper Products	Tissue Toilet GS 1ply 1000 sheets 96 cs	ESSITY	BAY10000	BAY10000	CS	\$135.66	23.0%	\$ 104.46		20
21	Janitorial Paper Products	Tissue Toilet 2 ply 2000 sheets 12 cs	ESSITY	BAY10020	BAY10020	CS	\$74.30	23.0%	\$ 57.21		21



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:			<i>Hillyard, Inc.</i>			Catalog Name:		<i>GoJo</i>			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	GOJO Hand Soap/Sanitizer	2 fl oz PERSONAL™ Bottle with Flip-Cap (Use with 9608 Personal Gear) NEW	GOJO	0208-24	GOJ020824	CS	\$88.25	10.0%	\$ 79.42		1
2	GOJO Hand Soap/Sanitizer	8 fl oz Pump Bottle	GOJO	0220-12	GOJ022012	CS	\$102.55	10.0%	\$ 92.30		2
3	GOJO Hand Soap/Sanitizer	TFX™ 1200 mL	GOJO	0770-02	GOJ077002	CS	\$135.04	10.0%	\$ 121.54		3
4	GOJO Hand Soap/Sanitizer	22 fl oz Self Dispensing Tube	GOJO	0903-12	GOJ090312	CS	\$152.37	10.0%	\$ 137.13		4
5	GOJO Hand Soap/Sanitizer	4.5 lb Plastic Cartridge	GOJO	0905-06	GOJ090506	CS	\$166.24	10.0%	\$ 149.62		5
6	GOJO Hand Soap/Sanitizer	22 fl oz Self Dispensing Tube	GOJO	0913-12	GOJ091312	EA	\$13.26	10.0%	\$ 11.93		6
7	GOJO Hand Soap/Sanitizer	4.5 lb Plastic Cartridge	GOJO	0915-06	GOJ091506	EA	\$29.04	10.0%	\$ 26.14		7
8	GOJO Hand Soap/Sanitizer	GOJO® NATURAL* ORANGE™ Smooth Hand Cleaner	GOJO	0942-24	GOJ094224	CS	\$67.57	10.0%	\$ 60.81		8
9	GOJO Hand Soap/Sanitizer	1 Gallon with Pump Dispenser	GOJO	0945-04	GOJ094504	EA	\$32.63	10.0%	\$ 29.37		9
10	GOJO Hand Soap/Sanitizer	14 fl oz GRIPPIT™ Bottle	GOJO	0947-12	GOJ094712	CS	\$70.32	10.0%	\$ 63.29		10
11	GOJO Hand Soap/Sanitizer	Low Profile 1/2 Gallon with Pump Dispenser	GOJO	0948-06	GOJ094806	EA	\$19.72	10.0%	\$ 17.75		11
12	GOJO Hand Soap/Sanitizer	GOJO® NATURAL* ORANGE™ Pumice Hand Cleaner	GOJO	0950-24	GOJ095024	CS	\$70.32	10.0%	\$ 63.29		12
13	GOJO Hand Soap/Sanitizer	1 Gallon with Pump Dispenser	GOJO	0955-04	GOJ095504	EA	\$32.63	10.0%	\$ 29.37		13
14	GOJO Hand Soap/Sanitizer	14 fl oz GRIPPIT™ Bottle	GOJO	0957-08	GOJ095708	CS	\$49.75	10.0%	\$ 44.78		14
15	GOJO Hand Soap/Sanitizer	14 fl oz GRIPPIT™ Bottle	GOJO	0957-12	GOJ095712	CS	\$70.32	10.0%	\$ 63.29		15
16	GOJO Hand Soap/Sanitizer	Low Profile 1/2 Gallon with Pump Dispenser	GOJO	0958-04	GOJ095804	CS	\$78.88	10.0%	\$ 71.00		16
17	GOJO Hand Soap/Sanitizer	Low Profile 1/2 Gallon with Pump Dispenser	GOJO	0958-06	GOJ095806	CS	\$118.33	10.0%	\$ 106.49		17
18	GOJO Hand Soap/Sanitizer	14 fl oz Plastic Cartridge	GOJO	0961-12	GOJ096112	CS	\$59.46	10.0%	\$ 53.52		18
19	GOJO Hand Soap/Sanitizer	4.5 lb Plastic Cartridge	GOJO	0965-06	GOJ096506	CS	\$152.71	10.0%	\$ 137.44		19
20	GOJO Hand Soap/Sanitizer	28 fl oz Plastic Cartridge	GOJO	0968-06	GOJ096806	CS	\$52.40	10.0%	\$ 47.16		20
21	GOJO Hand Soap/Sanitizer	14 fl oz Plastic Cartridge	GOJO	0971-12	GOJ097112	CS	\$59.46	10.0%	\$ 53.52		21
22	GOJO Hand Soap/Sanitizer	4.5 lb Plastic Cartridge	GOJO	0975-06	GOJ097506	CS	\$153.83	10.0%	\$ 138.45		22



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		Impact			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Ancillary Janitorial Supplies	CONE DW 18 INCH	IMPACT	0100109	IMP0100109	EA	\$17.13	30.0%	\$ 11.99		1
2	Ancillary Janitorial Supplies	CADDIE TOILET BOWL MOP SUPER PLASTIC WHITE	IMPACT	100	IMP100	EA	\$9.53	30.0%	\$ 6.67		2
3	Ancillary Janitorial Supplies	BONNET CARPET LOW PROFILE 19 IN	IMPACT	1019	IMP1019	EA	\$27.40	30.0%	\$ 19.18		3
4	Ancillary Janitorial Supplies	HANDLE MOP PLASTIC THREAD TIP 57 INCH FIBERGLASS O	IMPACT	107	IMP107	EA	\$19.14	30.0%	\$ 13.40		4
5	Ancillary Janitorial Supplies	BAG CADDY WHITE PAK FOR #193	IMPACT	114	IMP114	EA	\$131.90	30.0%	\$ 92.33		5
6	Ancillary Janitorial Supplies	BRUSH TOILET BOWL STANDARD	IMPACT	220	IMP220	EA	\$5.78	30.0%	\$ 4.05		6
7	Ancillary Janitorial Supplies	PUMP DRUM SIPHON	IMPACT	2300	IMP2300	EA	\$23.24	30.0%	\$ 16.27		7
8	Ancillary Janitorial Supplies	CUP 8 OZ MEASURING	IMPACT	2418	IMP2418	EA	\$1.73	30.0%	\$ 1.21		8
9	Ancillary Janitorial Supplies	BUCKET 26 QT W/2 IN CASTERS GALVANIZED STEEL OVAL	IMPACT	260	IMP260	EA	\$168.50	30.0%	\$ 117.95		9
10	Ancillary Janitorial Supplies	MOP TOILET BOWL CONE	IMPACT	3600	IMP3600	EA	\$4.82	30.0%	\$ 3.37		10
11	Ancillary Janitorial Supplies	TANK REPLACEMENT WRINGER	IMPACT	369	IMP369	EA	\$1,378.68	30.0%	\$ 965.08		11
12	Ancillary Janitorial Supplies	DISPENSER SOAP METAL POWDER	IMPACT	4010	IMP4010	EA	\$78.59	30.0%	\$ 55.01		12
13	Ancillary Janitorial Supplies	DISPENSER SOAP STAINLESS STEEL 40 OZ VERTICAL	IMPACT	4040	IMP4040	EA	\$99.82	30.0%	\$ 69.87		13
14	Ancillary Janitorial Supplies	HAND DRYER PUSH BUTTON PLASTIC 120 VOLT 15 AMP	IMPACT	4073	IMP4073	EA	\$624.07	30.0%	\$ 436.85		14
15	Ancillary Janitorial Supplies	SPRAYER TRIGGER GENERAL PURPOSE 9 7/8 IN RED/WHITE	IMPACT	5906	IMP5906	EA	\$1.82	30.0%	\$ 1.27		15
16	Ancillary Janitorial Supplies	TANK 30 GAL GALVANIZED STEEL 2 COMPARTMENTS W/BUMP	IMPACT	600	IMP600	EA	\$5,507.77	30.0%	\$ 3,855.44		16
17	Ancillary Janitorial Supplies	SQUEEGEE 12 INCH HOUSEHOLD	IMPACT	6112	IMP6112	EA	\$9.53	30.0%	\$ 6.67		17
18	Ancillary Janitorial Supplies	DUST PAN PLASTIC BLUE 12 INCH	IMPACT	701	IMP701	EA	\$7.52	30.0%	\$ 5.26		18
19	Ancillary Janitorial Supplies	DUST PAN RUBBERIZED 12 INCH BROWN	IMPACT	706	IMP706	EA	\$8.59	30.0%	\$ 6.01		19
20	Ancillary Janitorial Supplies	WRINGER GEAR DOWN PRESSURE METAL 8-16 OZ MOP	IMPACT	716	IMP716	EA	\$244.44	30.0%	\$ 171.11		20
21	Ancillary Janitorial Supplies	HANDLE MOP QUICK CHG METAL HEAD 6 IN HEAD 56.5 IN	IMPACT	727	IMP727	EA	\$25.47	30.0%	\$ 17.83		21



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:		Hillyard, Inc.			Catalog Name:		Nilfisk Advance				
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Powered Janitorial Equipment	BAG PAPER CARPETWIN 14/18 10 TO PAC	NILFISK ADVANCE	56704181	ADV704181	PK	\$19.85	21.0%	\$ 15.68		1
2	Powered Janitorial Equipment	KIT LINATEX SQUEEGEE BLADE	NILFISK ADVANCE	ADV314304	ADV314304	EA	\$86.10	21.0%	\$ 68.02		2
3	Powered Janitorial Equipment	BRUSH AGLITE	NILFISK ADVANCE	ADV505753	ADV505753	EA	\$176.60	21.0%	\$ 139.52		3
4	Powered Janitorial Equipment	Terra 4300B Optional Accessory - Vacuum Wand Kit	NILFISK ADVANCE	1462524000	ADV1462524000	EA	\$704.38	21.0%	\$ 556.46		4
5	Powered Janitorial Equipment	7818 Machine Part - Extended 4 corner roller bumpers	NILFISK ADVANCE	0780-723	ADV0780-723	EA	\$2,209.29	21.0%	\$ 1,745.34		5
6	Powered Janitorial Equipment	7819 Machine Part - Timed filter shaker	NILFISK ADVANCE	0780-726	ADV0780-726	EA	\$667.63	21.0%	\$ 527.42		6
7	Powered Janitorial Equipment	AgLite Grit 500 nylon grit 500 bristles for soft scrubbing/buffing action	NILFISK ADVANCE	56505753	ADV505753	EA	\$176.60	21.0%	\$ 139.52		7
8	Powered Janitorial Equipment	SW8000 Sweeper Dust Filter Option - Nanofiber Cellulose Dust Filter	NILFISK ADVANCE	8-24-04139-1	ADV8-24-04139-1	EA	\$171.50	21.0%	\$ 135.49		8
9	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 20", 13-gallon, pad-assist drive, pad driver, 28" squeegee assembly, 9-amp charger, no batteries	NILFISK ADVANCE	FANG20	VIPFANG20	EA	\$6,471.15	21.0%	\$ 5,112.21		9
10	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 20", 15-gallon, pad-assist drive, pad driver, 28" squeegee assembly, 9-amp charger, 105 a/h batteries	NILFISK ADVANCE	FANG20-105	VIPFANG20-105	EA	\$7,297.50	21.0%	\$ 5,765.03		10
11	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 20", 15-gallon, pad-assist drive, pad driver, 28" squeegee assembly, 9-amp charger, 130 a/h batteries	NILFISK ADVANCE	FANG20-130	VIPFANG20-130	EA	\$7,589.40	21.0%	\$ 5,995.63		11
12	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 20", 16-gallon, traction-drive, pad driver, 28" squeegee assembly, 18-amp charger, no batteries	NILFISK ADVANCE	FANG20HD	VIPFANG20HD	EA	\$9,248.40	21.0%	\$ 7,306.24		12
13	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 26", 17-gallon, traction-drive, pad drivers, 32" squeegee assembly, 18-amp charger, no batteries	NILFISK ADVANCE	FANG26T	VIPFANG26T	EA	\$10,815.00	21.0%	\$ 8,543.85		13
14	Powered Janitorial Equipment	AUTOMATIC SCRUBBERS: FANG™ and AS SERIES - 28", 17-gallon, traction-drive, pad drivers, 36" squeegee assembly, 18-amp charger, no batteries	NILFISK ADVANCE	FANG28T	VIPFANG28T	EA	\$11,167.80	21.0%	\$ 8,822.56		14



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. *Failure to have price correspond may be cause for rejection of your offer.*

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		ProTeam			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Powered Janotiral Equipment	Accessory Kit,Turbo,11"W/45" 1-Bend Turbo Wand	ProTeam	100135	PTM100135	EA	\$124.99	22.0%	\$ 97.49		1
2	Powered Janotiral Equipment	Accessory Wand,1-Bend,1.5"to1.25"Tapered By 54" Long,Chrome Plated	ProTeam	100136	PTM100136	EA	\$44.95	22.0%			2
3	Powered Janotiral Equipment	Accessory Wand,Curved, 1.25"X 13"Long, Chrome Steel, w/Black Bleeder Valve+	ProTeam	100167	PTM100167	EA	\$18.60	22.0%			3
4	Powered Janotiral Equipment	Accessory Wand,1.5",2 Piece,1 Bend,Friction Fit,F/15" Jet Sweep, Button Lock, 54" Long	ProTeam	102266	PTM102266	EA	\$65.09	22.0%			4
5	Powered Janotiral Equipment	Accessory Kit,Vac Caddy,Complete W/Hard Ware,Black	ProTeam	102947	PTM102947	EA	\$66.42	22.0%			5
6	Powered Janotiral Equipment	Accessory Brush,Slide,Horse Hair,F/5.5" Upholstery Tool	ProTeam	103088	PTM103088	EA	\$4.44	22.0%			6
7	Powered Janotiral Equipment	Accessory Wand,Curved,1.25",W/Button Lock & Blk Bleeder,F/Elec Hose,Crm Stl	ProTeam	103505	PTM103505	EA	\$16.30	22.0%			7
8	Powered Janotiral Equipment	Accessory Bushing,Turbine,F/TK 280,Set	ProTeam	103974	PTM103974	EA	\$5.76	22.0%			8
9	Powered Janotiral Equipment	Accessory Axle,Rear,F/TK 280 Turbo,Set of 2	ProTeam	104016	PTM104016	EA	\$2.23	22.0%			9
10	Powered Janotiral Equipment	Accessory Wheel,Front,F/TK 280 Turbo,Set of 2	ProTeam	104019	PTM104019	EA	\$2.23	22.0%			10
11	Powered Janotiral Equipment	Accessory Wand,Aluminum,59" 2 piece,F/Sidewinder tool	ProTeam	105693	PTM105693	EA	\$66.46	22.0%			11
12	Powered Janotiral Equipment	Accessory Wand, Straight Aluminum,59",F/Sidewinder, 1-piece	ProTeam	105695	PTM105695	EA	\$57.15	22.0%			12
13	Powered Janotiral Equipment	Vacuum PROBLITZ XP AIRMOVER	ProTeam	107133	PTM107133	EA	\$319.73	22.0%			13
14	Powered Janotiral Equipment	Accessory Tool,Front Mount Squeegee,F/Wet Dry	ProTeam	107185	PTM107185	EA	\$185.22	22.0%			14
15	Powered Janotiral Equipment	Accessory Toolkit,F/Wet Dry, 10 15 20 Gallon	ProTeam	107187	PTM107187	EA	\$126.79	22.0%			15
16	Powered Janotiral Equipment	Accessory Tool,Squeegee,F/Wet Dry, 10 15 20 Gallon	ProTeam	107199	PTM107199	EA	\$47.41	22.0%			16
17	Powered Janotiral Equipment	28" Crevice Tool 1 1/2"	PROTEAM	100109	PTM100109	EA	\$19.74	22.0%			17
18	Powered Janotiral Equipment	Brush,Strip,F/20"Jet Sweep,Set Of Two(Front & Rear),Nylon	PROTEAM	101880	PTM101880	EA	\$17.78	22.0%			18
19	Powered Janotiral Equipment	Replacement Nylon Brush – JetSweep® 20, 20" Hard Floor Tool / Set of 2	PROTEAM	101880	PTM101880	EA	\$16.93	22.0%			19



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information **NOTE:** The Net Effective Price MUST be consistent with **Part F.2 is a REQUIRED FORM**

Bidding Company Name:		<i>Hillyard, Inc.</i>			Catalog Name:		<i>Rubbermaid</i>				
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Rubbermaid Janitorial Products	FRAME FLEXI HYGEN 11 IN BLACK	RUBBERMAID	RUBQ855BK	RUBQ855BK	EA	\$51.58	35.0%	\$ 33.53		1
2	Rubbermaid Janitorial Products	FRAME FLEX 1 HYGEN 11 INCH BLACK	RUBBERMAID	RUBQ855BK	RUBQ855BK	EA	\$49.12	35.0%	\$ 31.93		2
3	Rubbermaid Janitorial Products	SC;HANG;DIG;100#	RUBBERMAID	007710-000-000	007710-000-000	EA	\$174.70	35.0%	\$ 113.56		3
4	Rubbermaid Janitorial Products	SC;HANG;DIG;50#	RUBBERMAID	007750-000-000	007750-000-000	EA	\$137.27	35.0%	\$ 89.22		4
5	Rubbermaid Janitorial Products	SC;HANG;MCH;70#	RUBBERMAID	007800-000-000	007800-000-000	EA	\$66.32	35.0%	\$ 43.11		5
6	Rubbermaid Janitorial Products	SC;HANG;MCH;110#	RUBBERMAID	007810-000-000	007810-000-000	EA	\$62.51	35.0%	\$ 40.63		6
7	Rubbermaid Janitorial Products	SC;HANG;MCH;220#	RUBBERMAID	007820-000-000	007820-000-000	EA	\$68.69	35.0%	\$ 44.65		7
8	Rubbermaid Janitorial Products	SC;HANG;MCH;26#	RUBBERMAID	007826-000-000	007826-000-000	EA	\$12.60	35.0%	\$ 8.19		8
9	Rubbermaid Janitorial Products	SC;HANG;MCH;330#	RUBBERMAID	007830-000-000	007830-000-000	EA	\$74.87	35.0%	\$ 48.67		9
10	Rubbermaid Janitorial Products	SC;HANG;MCH;20#	RUBBERMAID	007842-000-000	007842-000-000	EA	\$63.70	35.0%	\$ 41.41		10
11	Rubbermaid Janitorial Products	SC;HANG;MCH;50#	RUBBERMAID	007895-000-000	007895-000-000	EA	\$43.74	35.0%	\$ 28.43		11
12	Rubbermaid Janitorial Products	SCOOP	RUBBERMAID	007908-000-000	007908-000-000	EA	\$31.38	35.0%	\$ 20.39		12
13	Rubbermaid Janitorial Products	SNAR WALL MOUNT	RUBBERMAID	10	10	EA	\$65.37	35.0%	\$ 42.49		13
14	Rubbermaid Janitorial Products	URN	RUBBERMAID	1000EBK	1000EBK	EA	\$62.28	35.0%	\$ 40.48		14
15	Rubbermaid Janitorial Products	1/9 SIZE INSERT PAN	RUBBERMAID	100P00 CLR	100P00 CLR	EA	\$5.70	35.0%	\$ 3.71		15
16	Rubbermaid Janitorial Products	SC;MCH;FIX;100#;PT	RUBBERMAID	10100	10100	EA	\$320.88	35.0%	\$ 208.57		16
17	Rubbermaid Janitorial Products	SC;MCH;FIX;100#;SS	RUBBERMAID	10100S	10100S	EA	\$677.42	35.0%	\$ 440.32		17
18	Rubbermaid Janitorial Products	3/4 CYD SF UTILITY T	RUBBERMAID	101100 BLA	101100 BLA	EA	\$919.86	35.0%	\$ 597.91		18
19	Rubbermaid Janitorial Products	3/4 CU YD STANDARD T	RUBBERMAID	101300 BLA	101300 BLA	EA	\$1,081.49	35.0%	\$ 702.97		19
20	Rubbermaid Janitorial Products	4 " POLYCARBONATE DE	RUBBERMAID	101P00 CLR	101P00 CLR	EA	\$6.18	35.0%	\$ 4.02		20
21	Rubbermaid Janitorial Products	SC;MCH;FIX;200#;PT	RUBBERMAID	10200	10200	EA	\$425.47	35.0%	\$ 276.55		21
22	Rubbermaid Janitorial Products	1/2 CY 500# POWER AS	RUBBERMAID	102000BLA	102000BLA	EA	\$3,869.61	35.0%	\$ 2,515.25		22



Part F.2 – Discount Price Schedule AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		Tennant Company			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Powered Janitorial Equip.	800 Rider sweeper with technology options	TENNANT	800	TNT800	EA	\$111,883.19	12.0%	\$ 98,457.21		1
2	Powered Janitorial Equip.	Floor Machine Option - Clutch Plate for 175 rpm and Dual Speed Floor Machines	TENNANT	4184	TNT4184	EA	\$32.00	12.0%	\$ 28.16		2
3	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 5" (102mm) Upholstery Tool	TENNANT	6057	TNT6057	EA	\$22.82	12.0%	\$ 20.08		3
4	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - Standard Double Bend Aluminum Wand	TENNANT	6108.1	TNT6108.1	EA	\$107.34	12.0%	\$ 94.46		4
5	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 3" (76mm) Round Dusting Brush with Sleeve	TENNANT	6117	TNT6117	EA	\$17.54	12.0%	\$ 15.43		5
6	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 11" (279mm) Plastic Crevice Tool	TENNANT	6170	TNT6170	EA	\$26.32	12.0%	\$ 23.16		6
7	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 28" (711mm) Plastic Crevice Tool	TENNANT	6188	TNT6188	EA	\$22.93	12.0%	\$ 20.18		7
8	Powered Janitorial Equip.	Vacuum Hose Connectors - 1 1/2" (38mm)	TENNANT	12694	TNT12694	EA	\$13.87	12.0%	\$ 12.20		8
9	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 14" (356mm) Forward/Reverse Squeegee Tool	TENNANT	13840	TNT13840	EA	\$78.51	12.0%	\$ 69.09		9
10	Powered Janitorial Equip.	Accessory for Wet/Dry Vacuum - 16" (406mm) Floor and Carpet Tool with Adjustable Brush	TENNANT	14043	TNT14043	EA	\$85.07	12.0%	\$ 74.86		10
11	Powered Janitorial Equip.	3640 Sweeper Options - Wet 225AH C/6 (Kit of 2 batteries) (Extended Run Time Batteries) - requires 19A Charger	TENNANT	80131	TNT80131	EA	\$330.31	12.0%	\$ 290.67		11
12	Powered Janitorial Equip.	3640 Sweeper Options - UL Type EE	TENNANT	80454	TNT80454	EA	\$1,860.52	12.0%	\$ 1,637.25		12
13	Powered Janitorial Equip.	6100 Sweeper Options - Sand Wedge Brush	TENNANT	83030	TNT83030	EA	\$206.48	12.0%	\$ 181.70		13
14	Powered Janitorial Equip.	6100 Sweeper Options - Union Mix Brush (Note 7)	TENNANT	83031	TNT83031	EA	\$206.48	12.0%	\$ 181.70		14
15	Powered Janitorial Equip.	6100 Sweeper Options - Adjustable Seat (front/back)	TENNANT	83193	TNT83193	EA	\$118.34	12.0%	\$ 104.13		15
16	Powered Janitorial Equip.	6100 Sweeper Options - QuickMop® Dry Mop (Note 5)	TENNANT	83198	TNT83198	EA	\$1,749.67	12.0%	\$ 1,539.71		16
17	Powered Janitorial Equip.	6100 Sweeper Options - Work Light, Single	TENNANT	83202	TNT83202	EA	\$306.71	12.0%	\$ 269.90		17
18	Powered Janitorial Equip.	6100 Sweeper Options - Fire Extinguisher	TENNANT	83220	TNT83220	EA	\$163.01	12.0%	\$ 143.45		18



**Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment**

INSTRUCTIONS: Download the Net Effective Bid Price and respective information

NOTE: The Net Effective Price MUST be consistent with

Part F.2 is a REQUIRED FORM

Bidding Company Name:		<i>Hillyard, Inc.</i>				Catalog Name:		<i>Unger</i>			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Ancillary Janitorial Products	ErgoTec® Ninja Channel, 105cm/42"	UNGER	AC105	UNGAC105	EA	\$40.42	21.0%	\$ 31.93		1
2	Ancillary Janitorial Products	ErgoTec® Ninja Channel, 20cm/8"	UNGER	AC200	UNGAC200	EA	\$11.93	21.0%	\$ 9.42		2
3	Ancillary Janitorial Products	ErgoTec® Ninja Channel 25cm/10"	UNGER	AC250	UNGAC250	EA	\$13.20	21.0%	\$ 10.43		3
4	Ancillary Janitorial Products	ErgoTec® Ninja Channel 30cm/12"	UNGER	AC300	UNGAC300	EA	\$14.59	21.0%	\$ 11.53		4
5	Ancillary Janitorial Products	ErgoTec® Ninja Channel 35cm/14"	UNGER	AC350	UNGAC350	EA	\$15.73	21.0%	\$ 12.43		5
6	Ancillary Janitorial Products	ErgoTec® Ninja Channel 40cm/16"	UNGER	AC400	UNGAC400	EA	\$17.26	21.0%	\$ 13.63		6
7	Ancillary Janitorial Products	ErgoTec® Ninja Channel 45cm/18"	UNGER	AC450	UNGAC450	EA	\$18.89	21.0%	\$ 14.92		7
8	Ancillary Janitorial Products	ErgoTec® Ninja Channel 50cm/20"	UNGER	AC500	UNGAC500	EA	\$21.22	21.0%	\$ 16.76		8
9	Ancillary Janitorial Products	ErgoTec® Ninja Channel 55cm/22"	UNGER	AC600	UNGAC600	EA	\$22.44	21.0%	\$ 17.72		9
10	Ancillary Janitorial Products	ErgoTec® Ninja Channel 60cm/24"	UNGER	AC650	UNGAC650	EA	\$23.99	21.0%	\$ 18.95		10
11	Ancillary Janitorial Products	ErgoTec® Ninja Channel 65cm/26"	UNGER	AC750	UNGAC750	EA	\$26.45	21.0%	\$ 20.90		11
12	Ancillary Janitorial Products	ErgoTec® Ninja Channel 75cm/30"	UNGER	AC920	UNGAC920	EA	\$29.50	21.0%	\$ 23.31		12
13	Ancillary Janitorial Products	ErgoTec® Ninja Channel 92cm/36"	UNGER	AFAET	UNGAFAT	EA	\$34.40	21.0%	\$ 27.18		13
14	Ancillary Janitorial Products	HiFlo Thread Adapter	UNGER	AL140	UNGAL140	EA	\$14.48	21.0%	\$ 11.44		14
15	Ancillary Janitorial Products	ProAluminum 1.5° tapered handle	UNGER	AL14A	UNGAL14A	EA	\$27.01	21.0%	\$ 21.34		15
16	Ancillary Janitorial Products	ProAluminum Acme straight handle	UNGER	AL14G	UNGAL14G	EA	\$27.01	21.0%	\$ 21.34		16
17	Ancillary Janitorial Products	ProAluminum 1.5° tapered handle - knock	UNGER	AL14T	UNGAL14T	EA	\$27.00	21.0%	\$ 21.33		17
18	Ancillary Janitorial Products	ProAluminum 3.0° two-in-one taper acme h	UNGER	APP37	UNGAPP37	EA	\$28.84	21.0%	\$ 22.78		18
19	Ancillary Janitorial Products	12' HiFlo TelePlus Aluminum Waterfed Po	UNGER	APW55	UNGAPW55	EA	\$278.03	21.0%	\$ 219.64		19
20	Ancillary Janitorial Products	18' HiFlo TelePlus Aluminum Waterfed Po	UNGER	APW75	UNGAPW75	EA	\$325.36	21.0%	\$ 257.04		20
21	Ancillary Janitorial Products	24' HiFlo TelePlus Aluminum Waterfed Po	UNGER	APW90	UNGAPW90	EA	\$396.95	21.0%	\$ 313.59		21
22	Ancillary Janitorial Products	30' HiFlo TelePlus Aluminum Waterfed Po	UNGER	AUSQ0	UNGAUSQ0	EA	\$417.80	21.0%	\$ 330.06		22



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:			Hillyard, Inc.			Catalog Name:		Viper			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	Powered Janitorial Equip	RACER™ AIR MOVER - 3-speed air mov	VIPER	RACER	VIPRACER	EA	\$434.70	25.0%	\$ 326.03		1
2	Powered Janitorial Equip	FLOOR MACHINES: DRAGON™ AND V	VIPER	VN1500	VIPVN1500	EA	\$1,791.05	25.0%	\$ 1,343.29		2
3	Powered Janitorial Equip	FLOOR MACHINES: DRAGON™ AND V	VIPER	VN1715	VIPVN1715	EA	\$1,243.97	25.0%	\$ 932.97		3
4	Powered Janitorial Equip	FLOOR MACHINES: DRAGON™ AND V	VIPER	VN2015	VIPVN2015	EA	\$1,270.02	25.0%	\$ 952.51		4
5	Powered Janitorial Equip	FLOOR MACHINES: DRAGON™ AND V	VIPER	VN20DS	VIPVN20DS	EA	\$1,973.40	25.0%	\$ 1,480.05		5
6	Powered Janitorial Equip	WOLF™ CARPET SPOTTER & ACCESS	VIPER	WOLF130	VIPWOLF130	EA	\$802.39	25.0%	\$ 601.79		6
7	Powered Janitorial Equip	20-inch automatic scrubber (pad assist) w	VIPER	FANG20	FANG20	EA	\$5,575.02	25.0%	\$ 4,181.27		7
8	Powered Janitorial Equip	FANG20 with 2 - 12V / 105 A/H batteries	VIPER	FANG20-105	FANG20-105	EA	\$6,179.17	25.0%	\$ 4,634.38		8
9	Powered Janitorial Equip	FANG20 with 2 - 12V / 130 A/H batteries	VIPER	FANG20-130	FANG20-130	EA	\$6,631.97	25.0%	\$ 4,973.98		9
10	Powered Janitorial Equip	FANG20HD Automatic Scrubber (transax	VIPER	FANG20HD	FANG20HD	EA	\$7,046.55	25.0%	\$ 5,284.91		10
11	Powered Janitorial Equip	26-inch automatic scrubber (transaxle driv	VIPER	FANG26T	FANG26T	EA	\$9,619.21	25.0%	\$ 7,214.41		11
12	Powered Janitorial Equip	28-inch automatic scrubber (transaxle driv	VIPER	FANG28T	FANG28T	EA	\$9,787.93	25.0%	\$ 7,340.94		12
13	Powered Janitorial Equip	FANG32T Large Auto Scrubber w/ 6 250	VIPER	FANG32T	FANG32T	EA	\$14,605.50	25.0%	\$ 10,954.13		13
14	Powered Janitorial Equip	Slider 10-gallon BOX extractor complete w	VIPER	SL10BOX	SL10BOX	EA	\$2,231.75	25.0%	\$ 1,673.81		14
15	Powered Janitorial Equip	Slider 10-gallon self-contained extractor w	VIPER	SL1610SE	SL1610SE	EA	\$2,729.21	25.0%	\$ 2,046.90		15
16	Powered Janitorial Equip	Shovelnose - 18-Gallon wet and dry vacu	VIPER	SN18WD	SN18WD	EA	\$1,287.69	25.0%	\$ 965.77		16
17	Powered Janitorial Equip	Anaconda - 17-Inch, 1.5 hp, 190 rpm ston	VIPER	AN17SC	AN17SC	EA	\$2,735.41	28.0%	\$ 1,969.49		17
18	Powered Janitorial Equip	Barracuda - 26-inch dual motor upright va	VIPER	CUDA2600	CUDA2600	EA	\$1,874.25	25.0%	\$ 1,405.69		18
19	Powered Janitorial Equip	Dragon - 20-Inch, 1500 rpm burnisher with	VIPER	DR1500H	DR1500H	EA	\$2,195.77	25.0%	\$ 1,646.83		19
20	Powered Janitorial Equip	5-gallon solution tank (Dragon series only	VIPER	EZ-001	EZ-001	EA	\$104.21	25.0%	\$ 78.15		20
21	Powered Janitorial Equip	FANG20T with 2 - 12V / 105 A/H batteries	VIPER	FAMG20T-105	FAMG20T-105	EA	\$7,438.33	25.0%	\$ 5,578.75		21



Commerce Bank

Post Office Box 419248
Kansas City, Missouri 64141-6248
816-234-2000
commercebank.com

September 27, 2018

Mr. George Wilson
AEPA Executive Director
georgewilson.aepa@outlook.com
270-996-8970

Dear George:

This letter is to certify that Hillyard, Inc. is in good standing with Commerce Bank and that the company has access to a sufficient line of credit to support general corporate activities.

Sincerely,

R. David Emley, Jr.
Senior Vice President



Hillyard Connecticut
127 Park Avenue
East Hartford, CT 06108

www.hillyard.com
tel: 800.832.1013
fax: 860.647.7057

Exhibit A: Credit References

Commerce Bank
Contact: Amy Ryan
Sr. Vice President Commercial Lending
Amy.Ryan@CommerceBank.com
36th & Frederick Banking Center
P. O. Box 1119
St. Joseph, MO 64502-1119
Work: 816-236-5827

Harcros Chemical Inc.
Attn: Duane East
deast@harcros.com
P.O. Box 2930
Kansas City, KS 66110
Phone: 913-621-7788
Fax: 913-621-7746

Univar
Attn: Kim Lettich
kim.lettich@univarusa.com
2000 Guinotte Avenue
Kansas City, MO 64120
Phone: 425-889-3604
Fax: 425-889-3671

Missouri Tax ID
Hillyard Inc. no: 11170875
Hillyard Industries no: 10069569
Federal Tax ID no: 44-0522196
Dun & Bradstreet
Hillyard Inc. no: 00-696-6865
Hillyard Industries no: 00-713-6096
INC NAICS: 424690 SIC: 5169
IND NAICS: 325612 SIC: 2842
325611 SIC: 2841

**Please contact Jana Hessemyer, Chief Financial Officer, if you
have any further questions
O. 816-383-8237 or email: jhessemyer@hillyard.com**



Hillyard Connecticut
127 Park Avenue
East Hartford, CT 06108

www.hillyard.com
tel: 800.832.1013
fax: 860.647.7057

Marketing Plan – Exhibit B

Our Marketing Plan would consist of a multi-faceted approach:

-OUTSIDE SALES – Employs 200 Outside Sales Account Managers throughout our country. Additionally, we have access to thousands of other outside sellers through our extensive independent network of Hillyard sellers.

-INSIDE SALES – Manage and drive new business through account management within the branch.

-OUTBOUND MARKETING – Lead Generation, Targeted/Strategic/Multi-Level Call Campaigns Promoting the AEPA

-MARKETING TOOLS – HTML Creator, Printable Marketing, Customizable Marketing Pieces

-DIGITAL MARKETING – Through Social Media, WebSites

-INDUSTRY ASSOCIATIONS – ISSA, CSBGA, State of CT, RIASD, MFAA



Technical Services
Hillyard Industries, Inc.
PO Box 909
St. Joseph, MO 64502-0909
www.hillyard.com
tel: 800.365.1555

Warranty

The products manufactured by Hillyard Industries, Inc. and distributed by Hillyard Sales are warranted to meet our product specifications for quality standards. Our coatings and seals, along with our floor polishes, hard floor seals and coatings, are warranted for two years from the date of manufacture to meet their respective listed quality specifications, provided the container has not been damaged to the point of exposing the product to air. Once the container is compromised, (the seal is broken or opened), the product may begin to cure, which shortens the usable life of the finish. We offer a shelf life document that provides specific information on individual product categories.

As a general statement, Hillyard Industries, Inc. does not guarantee against any article becoming adulterated or misbranded after shipment or delivery or by reason of negligence of the purchaser or any other cause beyond Hillyard's control. As such, Hillyard makes no warranty expressed or implied except that the product shall be of the seller's standard quality.

We stand behind the quality of our product, and if a defect in the material is shown, we will do everything within our power to correct that situation. Although we cannot guarantee the workmanship quality of the installer using our materials, we will make every effort possible to ensure our customers are satisfied with Hillyard and our products. For further information please contact the Technical Service department at 800-365-1555 or techservice@hillyard.com.



Association of Educational Purchasing Agencies
Tabulation Report IFB #019-B - Custodial Supplies &
Equipment
Vendor: State Industrial Products

General Comments: Thank You for the Opportunity

General Attachments: Exhibit A - Letter of Credit - State Industrial Products.pdf
Exhibit B - Marketing Plan - State Industrial Products.pdf
Part C - State Specific Forms - State Industrial Products.pdf
Part D - Questionnaire - State Industrial Products.pdf
Part E - Signature Forms - State Industrial Products.pdf
Part F - Pricing Schedule - State Industrial Products.xlsx



Association of Educational
PURCHASING AGENCIES

Part D - Questionnaire

AEPA IFB 019-B

Custodial Supplies & Equipment

Instructions

Contained herein are forms and information required by AEPA during the IFB process. Please note, while some information is merely informational, some will be used during the evaluation.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Bidders must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled ***“Part D – Questionnaire – Name of Bidding Company”***.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Bidding Company”:

Company Information

Service Questionnaire

Exceptions

Deviations

Company Information

Name of Bidding Company: State Industrial Products

Company Address: 5915 Landerbrook Dr., Suite 300

City, State Zipcode: Mayfield Heights, OH 44124

Website: www.stateindustrial.com

Contact Person: Brian Wamser

Title: Corporate Accounts Coordinator

Phone: 800-782-2436

Email: customerservice@stateindustrial.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a: public company privately owned company

In what year was this business started under its present name? 1996

Under what additional, or, former name(s) has your business operated? State Chemical Manufacturing Co.

Is this business a corporation? No Yes. If yes, complete the following:

Date of Incorporation: 11/14/1916

State of Incorporation: Ohio

Name of President: Seth Uhrman

Name(s) of Vice President(s): Brian Limbert

Name of Treasurer: Ryan Keating

Name of Secretary: Bill Barnett

Is this business a partnership? No Yes. If yes, complete the following:

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable: _____

Name(s) of General Partner(s): _____

Is this business individually owned? No Yes. If yes, complete the following:

Date of Purchase: _____

State Founded: _____

Name of Owner/Operator: _____

Is this business different from those identified above? No Yes
 If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women owned? No Yes

Is this business minority owned? No Yes

Does this business have an Affirmative Action plan/statement? No Yes

Business Headquarter Location	
Business Address	5915 Landerbrook Dr., Suite 300
City, State Zipcode	Mayfield Heights, OH 44124
Phone	800-782-2436
How long at this address?	5 years 9 months

Business Branch Location(s)	
Branch Address	383 N. High Street
City, State Zipcode	Hebron, OH 43025
Branch Address	1823 W. Tacoma
City, State Zipcode	Broken Arrow, OK 74012
Branch Address	170 James Aldredge Blvd.
City, State Zipcode	Atlanta, GA 30336
Branch Address	920 Francisco Ave.
City, State Zipcode	Torrance, CA 90502

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for 2016, 2017, and 2018 YTD in the United States by the various public segments.

	2016	2017	2018 YTD
K-12 (public & private), Educational Service Agencies	\$4,129,477	\$3,986,430	\$2,736,884
Higher Education Institutions	\$1,738,700	\$1,712,315	\$1,214,501
Counties, Cities, Townships, Villages	\$9,594,793	\$10,009,750	\$7,576,035
States	\$2,564,628	\$2,143,047	\$6,198,975
Other Public Sector & Non-profits			
Private Sector	\$69,985,246	\$74,352,379	\$56,715,731
Total	\$88,012,846	\$92,203,923	\$69,734,453

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Brian Wamser	Corporate Account	440-544-5122	bwamser@stateindustrial.com
Sales Manager	John Malvic	VP of Sales	440-263-0775	jmalvic@stateindustrial.com
Customer & Support Manager	Mary Jean Jersan	Customer Exp. Supervisor	440-544-5123	mjersan@stateindustrial.com

Distributors, Dealers, Installers, Sales Reps	>400			
Consultants & Trainers				
Technical, Maintenance & Support Services	Steve Long	Service Technician Manager	330-416-7054	slong@stateindustrial.com
Quotes, Invoicing & Payments	Tiffany Brock	Customer Exp. Professional	800-782-2436	tbrock@stateindustrial.com
Warranty & After the Sale	Customer Experience	Customer Experience	800-782-2436	customerservice@stateindustrial.com
Financial Manager	Ryan Keating	CFO	440-544-5103	rkeating@stateindustrial.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State
SEE ATTACHED		

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State
Support	Mayfield Heights	OH
Distribution	Hebron	OH
Distribution	Broken Arrow	OK
Distribution	Atlanta	GA
Distribution	Torrance	CA

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
James Beard	SR. Vice President	440-544-5099	jbeard@stateindustrial.com
Tia Protopapa	Marketing Communications Mngr	440-544-5130	tprotopapa@stateindustrial.com
Jillian Lombardy	Marketing Project Mngr	419-806-2358	jlombardy@stateindustrial.com
Dennis Streen	Communications Dir.	440-544-5106	dstreen@stateindustrial.com

Marketing Activities: Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2017– 2018 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

Our current outreach and marketing process to gain business under this contract will be to use account managers to prospect and target members within contract eligible agencies. The sales presentations will consist of a contract approved brochure and other marketing pieces that explain the benefits of green and the steps to implementing a green program.

In order to gain more exposure and generate prospects, State Industrial Products will also be an exhibitor at many school and local government tradeshow and conventions. At all shows we will have an exhibit booth presenting our capabilities.

Cooperative Marketing: Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or, indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

See Attached

Sales Training: Explain how your business will educate your salesforce staff on the AEPA contract including timing, methods, etc.

A successful program transition is key in the overall success of any program. We have experienced such success by utilizing the following process:

1. Survey: State staff will survey customer facility to determine equipment and product needs. State will catalogue used products, equipment, procedures, and concerns to develop an in-depth understanding of program strengths and opportunities.
2. Based on survey results and our industry experience, we will analyze and look for opportunity:
 - Product Consolidation
 - Equipment Consolidation and/or Upgrades
 - Inventory Management and Control Programs
 - Cost Savings Analysis Potential
 - Training Capabilities
 - Service Capabilities
 - State will then provide recommendations, feedback, and analytics to improve supply chain management.
3. Management Meeting: Prior to a roll-out, State will review the findings from the survey, their analysis and recommendations. The meeting will be with all stakeholders (multiple meetings if needed to accommodate schedules). We will also overview our company, our programs, our plans, and why we have partnered together in this program.
4. Installation: State will install equipment and product at the customer location. Recommended dispensers, including installation, are provided without charge except in case of unusually low product use.
5. Training: State will provide initial training regarding equipment use, product use, product safety, and green cleaning basics. Training material and brochures are available. Additional training may be scheduled as needed.
6. Service: State will provide routine service based on customer needs. Service includes inventory management, preventative equipment maintenance, bottle filling, and is documented at each visit.
7. On-going Training: State will provide on-going training to answer staff questions/concerns and ensure the program is being used to its fullest capacity.
8. At regular intervals, we will review the success of the program: including analyzing cost, cost savings, feedback, and any additional information requested by the customer.

Environmental Initiatives

Describe how your products and/or services support environmental goals.

The products we produce are aimed to be safe, sustainable, and effective. Our emphasis on third-party certification shows this commitment to sustainability and green. As a company we now have 14 green certified products from a combination of Green Seal, EcoLogo, and the U.S. EPA Design for the Environment program. We are constantly innovating and reformulating products to reduce potential health and environmental impacts. At State Industrial Products green is not a buzzword or fad. It is an engrained philosophy that drives our business.

The products in our Ecolution™ line offer many benefits in terms of carbon footprint reduction and sustainability. They are green from manufacturing all the way to disposal. These products are formulated from sustainable ingredients such as coconut oils, ethanol, and lactic acid as opposed to petroleum based ingredients which is ultimately a finite resource. All of the products are packaged in 100% recyclable plastic containers then packaged in corrugated cardboard. They are super concentrated to significantly lower the amount of fossil fuels and energy used in shipping. When buying concentrates, you use your own water as opposed to paying to ship water. All of the products work equally well in cold water which is another energy and cost savings. Each Ecolution™ product either has a Green Seal or EcoLogo certification verifying that they are safe, sustainable, and effective.

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

State Industrial Products understand that truly being green is much more than just using chemicals made from natural ingredients, switching to energy efficient light bulbs, or instituting recycling programs. While all of these are extremely important components of going green, sustainability is a mindset and philosophy which permeates all aspects of the organization.

In terms of sustainability, State Industrial Products has taken many strides to ensure that we are meeting the needs of the present without compromising the ability of future generations to meet their own needs. Throughout our manufacturing process, we aim to reduce our carbon footprint any way we are able. As part of being ISO 14001 Certified we have many initiatives and goals to reduce our natural resource consumption. This includes raw material and waste recycling, reducing water consumption, and reducing energy to run the building. We have also instituted 100% recyclable packaging for many of our products and electronic MSDS and invoice faxing. In terms of product development, we are members of the American Chemical Society Green Chemistry Formulation Initiative which encourages manufacturers to produce products with safer, more environmentally preferred ingredients. We have eliminated thousands of pounds of VOCs through our reformulation of products to reduce VOC content as well.

Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following must be answered:

Selection Criteria for Independent Providers: Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

N.A

Current Subcontractors, Distributors, Installers, Etc.: Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.
N/A

Disclosures

Line of Credit Letter or Annual Financial Report (REQUIRED): Attach a letter from the business’s chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2015, 2016 and 2017). This letter should state the line of credit as a range (i.e. “credit in the low six figures” or “a credit line exceeding five figures”). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter. Bidders may choose to send the Letter of Line of Credit and/or Annual Report by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The Letter of Line of Credit and/or Annual Report must be received by the Executive Director before October 1, 2018 at 1:30 EST.

Legal: Does this business have actions currently filed against it? X No _____ Yes

If Yes, **AN ATTACHMENT IS REQUIRED:** List and explain current actions, such as, Federal Debarment (on US General Services Administration’s “Excluded Parties List”), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

References

Provide contact information of your business’s five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1. GSA	Marlyn Ziegler	Contract Specialist	816-926-8364	marlyn.ziegler@gsa.gov
2. State of Pennsylvania	Nicole Moyer	Commodity Specialist	717-346-3273	nicomoyer@pa.gov
3. State of Louisiana	Andrew Guzzardo	State Procurement Analyst	225-342-8040	Andrew.Guzzardo@LA.GOV
4. State of Texas	Richard San Jose	Contract Manager	512-463-3034	richard.saniose@cpa.texas.gov
5. State of Ohio	Peggy Canada	Procurement Analyst	614-644-1786	peggy.canada@des.ohio.gov

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). **Note: A Bidder must be willing and able to deliver the proposed products and/or services to 90% of the participating AEPA Member States.**

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California	Yes	YES	X	X
Colorado	Yes	YES	X	X
Connecticut	Yes	YES	X	X
Florida	Yes	YES	X	X
Illinois	Yes	YES	X	X
Indiana	Yes	YES	X	X
Iowa	Yes	YES	X	X
Kansas	Yes	YES	X	X
Kentucky	Yes	YES	X	X
Massachusetts	Yes	YES	X	X
Michigan	Yes	YES	X	X
Minnesota	Yes	YES	X	X
Missouri	Yes	YES	X	X
Montana	Yes	YES	X	X
Nebraska	Yes	YES	X	X
New Jersey	No	YES	X	X
New Mexico	Yes	YES	X	X
North Dakota	Yes	YES	X	X
Ohio	Yes	YES	X	X
Oregon	Yes	YES	X	X
Pennsylvania	Yes	YES	X	X
Texas	Yes	YES	X	X
Virginia	Yes	YES	X	X
Washington	No	YES	X	X
West Virginia	Yes	YES	X	X
Wisconsin	Yes	YES	X	X
Wyoming	Yes	YES	X	X

e-Commerce: Does this business have an e-commerce website? X **No** **Yes**

If YES, what is the website? _____

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options? X **No** **Yes**

Does this business have a toll-free customers support phone option? **No** X **Yes**

Does this business offer local customer and support service options? No Yes

Training: If applicable, does this business offer customer training for the products and services sold? No Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

State Industrial Products will organize training and education for the customer to ensure staff is working effectively, efficiently, and safely. We can provide certificates for all completed training. Training will include but is not limited to the following topics:

- Equipment: staff will be provided training on any equipment provided by State.
- Product: staff will be provided training on any product provided by State.
- Safety: staff will be provided product safety training on any product provided by State.
- Effective Cleaning Techniques: staff will be provided training on standard operating procedures in applications of product provided by State.
- Effective Hand Washing: staff, residents, students will be provided training on proper hand washing techniques with product provided by State.
- Floor Care Clinics: staff will be provided training on floor care provided by State.
- MSDS/Right to Know: standard safety training will be provided by State.
- Blood borne Pathogen: standard safety training will be provided by State.
- Green Education: staff will receive training regarding sustainability and the importance of green cleaning.

State can also provide the following training tools:

- Product Application Charts: color-coded wall charts demonstrating product application use
- Standard Operating Procedures: color-coded charts demonstrating effective cleaning processes
- MSDS Books: manuals containing product catalog pages and MSDS pages
- Training Videos: video tutorials providing guidance on effective cleaning techniques, equipment and product use, and product and personal safety in the workplace.

Pricing:

Is your pricing methodology guaranteed for the term of the contract? No Yes

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? No Yes

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? No Yes

Will you offer volume price discounts as described in the pricing terms of Part A? No Yes

Competitiveness: In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than what your company offers to individual customers and/or cooperatives with equal to or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing offered to individual customers and/or cooperatives with equal to or lower volume? No Yes

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

- Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.
- Pricing is LESS THAN individual customer and/or cooperatives. Lower by 10-20 %

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? No Yes

If YES, identify which cooperative and the respective expiration date(s).
The Interlocal Purchasing System(TIPS) expires 03/26/2020

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?
AEPA Contract

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".	
<input type="checkbox"/>	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
<input type="checkbox"/>	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
<input checked="" type="checkbox"/>	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Shipping & Handling: Orders that are \$50.00 or more shall include free shipping and handling. What is the flat rate your company will charge, regardless of where shipped in the continental United States, for orders less than \$50.00?	\$ 7.50
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Product Returns: Does your business have a return policy? No Yes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

State Industrial Products' Return Policy requires that a Return Goods Authorization number be obtained for any return. No merchandise will be accepted back without prior authorization. There must be a minimum of 75% of the package size left (e.g. 9 out of 12) to qualify for return. During the first 6 months after purchase State Industrial Products will issue Call-Tags and have the proper Carrier pick up any authorized return. From 6 months to 1 year State Industrial Products will issue a Return Goods Authorization number, but it will be up to the customer to return. No product will be accepted that is older than 1 year from the date of purchase.

Payment Terms: Will your business offer AEPA buyer's a quick pay discount? No Yes

If YES, what is the discount? _____ %Net

Leasing: Do your business offer leasing arrangements under this bid? **No** **Yes**

If Yes, please indicate the rate factor and other cost factors below.

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X	
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	
6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.	X	
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
8. Attend two (2) AEPA meetings each year (see Part A)	X	
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	X	
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this bid.

X	No, this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes, this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Deviations

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state or federal laws cannot be accepted under this bid.

X	No, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
	Yes, this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation

**AFFIRMATIVE ACTION PROGRAM
FOR
STATE INDUSTRIAL PRODUCTS CORPORATION**

**MAIN OFFICE AND PLANT
5915 Landerbrook Dr., Suite 300
Mayfield Hts., OH 44124**

Facility EEO-1 Identification Number : 841926-8

Facility Dun & Bradstreet Identification Number : 00-452-0987

Program Completed By:

**Carol Brennan
Director of Human Resource
EEO Coordinator
Telephone Number: 440-544-5108**

**Program Reviewed
And Approved By:
Harold Uhrman
President/COO
Telephone Number : 800-782-2436**

**Name of Corporation: State Industrial Products
Location of Corporate HQ: Mayfield Hts., OH 44124
Corporate CEO: Hal Uhrman
Chairman/CEO
Telephone Number : 800-782-2436**

**Facility EEO Officer : William Barnett
Vice President/General Counsel
Telephone Number : 440-544-5091**

Corporate EEO-1 Identification Number: 841926-8

Corporate Dun & Bradstreet Identification Number : 00-452-0987

PRELIMINARY STATEMENT

State Industrial Products Corporation, Main Office and Plant, has prepared this Affirmative Action Plan as a reaffirmation of its commitment to equal employment and affirmative action. In the preparation of this Plan, the terminology used in Executive Order 11246, as amended, and its implementing regulations has been used as a guide. Therefore, the use of such terms as ' underutilization', ' deficiency', ' concentration', ' affected class', etc. should not be construed as an admission that in fact either minorities or women have been or are presently being underutilized, concentrated, or discriminated against in any way in violation of federal, state or local fair employment practice laws. Further, nothing contained in the Plan or its supporting data should be construed as an admission by State Industrial Products Corporation, Main Office and Plant, that it has contravened any such federal, state or local fair employment practice laws.

In developing and implementing this Plan, State Industrial Products Corporation, Main Office and Plant, has been guided by its established policy of providing equal employment opportunity. Any goals which are established herein are not intended as rigid, inflexible quotas that must be met, but rather as targets reasonably attainable by applying every good faith effort in implementing this Plan. In addition, to the extent that the goals established herein exceed calculated availability figures, such goals have been established voluntarily by State Chemical Manufacturing Company , Main Office and Plant, without government encouragement or insistence. The use of goals and time table in this Plan, however is not intended to discriminate against any individual or group of individuals with respect to any employment opportunity for which they are qualified on the grounds that they are not the beneficiaries of affirmative action themselves. Nothing herein is intended to sanction the discriminatory treatment of any person. Thus, this Plan has been developed in strict reliance upon the Guidelines on Affirmative Action issued by the Equal Employment Opportunity Commission (EEOC) (29 CFR Part 1608).

The material set forth in the Plan is deemed to constitute trade secrets, operations information ,confidential statistical data and other confidential commercial and financial data, within the meaning of the Freedom Of Information Act, 5 USC SS 200 et seq., the trade Secrets Act, 18 USC s 1905, and 44 USC s 3508, the disclosure of which is prohibited by law and would subject the individual making the disclosure to criminal and/or civil sanctions.

**Seth Uhrman
President/CEO**

EQUAL EMPLOYMENT OPPORTUNITY POLICY STATEMENT

It is the policy of State Industrial Products, Main Office and Plant to afford equal opportunity for all individuals regardless of race, color, religion, age, sex national origin, disability/handicap or veteran status. The company is basically committed to this policy by our status as a federal contractor. We are far more strongly bound to the policy by the fact that adherence to the principles involved is the only acceptable way of life. Therefore, this Company will take affirmative action to ensure that we will (1) recruit, hire and promote for all job classifications without regard to race, color, religion, age, sex, national origin, disability/handicap or veteran status: (2) base decisions on employment so as to further the principle of equal employment opportunity: (3) ensure that promotion are in good accord with the principles of equal employment opportunity by imposing only valid requirements for promotional opportunities(4)ensure that personal actions such as compensation, benefits, transfer, layoffs, return from layoff, company-sponsored training, education, tuition assistance, social and recreational programs will be administered without regard to race, color, religion, age, sex , national origin, disability/handicap or veteran status.

The successful achievement of a nondiscriminatory employment program requires a maximum of cooperation between management and employees. In fulfilling it's part in this cooperative effort, management is obliged to lead the way in establishing and implementing affirmative procedures and practices which will ensure our objective, namely, equitable opportunity for all.

Anyone having questions, concerning Equal Employment Opportunity is requested to feel free to contact Carol Brennan at 440-544-5108.

**Carol Brennan
Director of Human Resources**

Number of Sales Reps	City	State
7	Columbus	OH
6	Mayfield Heights	OH
5	Cincinnati	OH
4	San Antonio	TX
4	Spring	TX
4	Tampa	FL
4	Elgin	IL
4	Chicago	IL
3	Indianapolis	IN
3	Cleveland	OH
3	Parma	OH
3	Brunswick	OH
3	Bronx	NY
2	Baton Rouge	LA
2	Avon Lake	OH
2	Bowle	MD
2	Medina	OH
2	Dayton	OH
2	Dallas	TX
2	Forney	TX
2	Houston	TX
2	Brookpark	OH
2	Katy	TX
2	Hartford City	IN
2	Louisville	KY
2	Lutz	FL
2	Jacksonville	FL
2	Grand Rapids	MI
2	Douglasville	GA
2	Miami	FL
2	Miami Gardens	FL
2	Phoenix	AZ
2	Birmingham	AL
2	Colorado Springs	CO
1	Denver	CO
1	Lakewood	CO
1	Littleton	CO
1	Longmont	CO
1	Stratford	CT
1	Dover	DE
1	Belleair Bluffs	FL
1	Boca Raton	FL
1	Coral Springs	FL
1	Dover	FL
1	Green Cove Springs	FL
1	Hernando	FL
1	Howey In the Hills	FL
1	Madison	AL
1	Maylene	AL
1	Montgomery	AL
1	Pelham	AL
1	Semmes	AL
1	Mesa	AZ
1	Peoria	AZ
1	Tempe	AZ
1	Burbank	CA
1	Citrus Heights	CA
1	Dublin	CA
1	Fresno	CA
1	Long Beach	CA
1	Napa	CA

Number of Sales Reps	City	State
1	Comfrey	MN
1	Duluth	MN
1	Farmington	MN
1	New Prague	MN
1	Sartell	MN
1	Kansas City	MO
1	Kirkwood	MO
1	Lee's Summit	MO
1	Saint Louis	MO
1	Jackson	MS
1	Billings	MT
1	Apex	NC
1	Asheville	NC
1	Charlotte	NC
1	Davidson	NC
1	Fayetteville	NC
1	Greensboro	NC
1	Hickory	NC
1	Hookerton	NC
1	Huntersville	NC
1	Kannapolis	NC
1	Waxhaw	NC
1	Wilmington	NC
1	Christine	ND
1	Lincoln	NE
1	Omaha	NE
1	South Sioux City	NE
1	Contoocook	NH
1	Atlantic Highlands	NJ
1	Augusta	NJ
1	Cherry Hill	NJ
1	Hazlet Township	NJ
1	Westfield	NJ
1	Baldwinsville	NY
1	Jupiter	FL
1	Lakeland	FL
1	Land O Lakes	FL
1	Largo	FL
1	Maitland	FL
1	Margate	FL
1	Country Club Hills	IL
1	Warsaw	KY
1	Abita Springs	LA
1	Auburn	AL
1	Terre Haute	IN
1	Westfield	IN
1	Holton	KS
1	Burlington	KY
1	Erlanger	KY
1	Lexington	KY
1	Elmhurst	IL
1	Lockport	IL
1	Moline	IL
1	Naperville	IL
1	New Lenox	IL
1	Plainfield	IL
1	Rock Island	IL
1	Roscoe	IL
1	Saint Charles	IL
1	Schaumburg	IL
1	Albion	IN

Number of Sales Reps	City	State
1	Willoughby Hills	OH
1	Zanesville	OH
1	Oklahoma City	OK
1	Tulsa	OK
1	Portland	OR
1	Apollo	PA
1	Asheville	PA
1	Bath	PA
1	Beaver	PA
1	Blairsville	PA
1	Bradford	PA
1	Chicora	PA
1	Clarion	PA
1	Easton	PA
1	Erie	PA
1	Hanover	PA
1	Henryville	PA
1	Johnstown	PA
1	Lancaster	PA
1	Levittown	PA
1	Monroeville	PA
1	Montgomery	PA
1	Morton	PA
1	Mount Bethel	PA
1	Mt. Bethel	PA
1	North Waies	PA
1	Pittsburgh	PA
1	Plains	PA
1	Red Lion	PA
1	Saltsburg	PA
1	Sayre	PA
1	Smithfield	PA
1	Verona	PA
1	York	PA
1	Charleston	SC
1	Lexington	SC
1	Pendleton	SC
1	Rock Hill	SC
1	Summerville	SC
1	Bluff City	TN
1	Brentwood	TN
1	Gatlinburg	TN
1	Germantown	TN
1	Hixson	TN
1	Knoxville	TN
1	Addison	TX
1	Austin	TX
1	Copperas Cove	TX
1	Dublin	OH
1	Groveport	OH
1	Hinckley	OH
1	Hubbard	OH
1	Lebanon	OH
1	Lorain	OH
1	Mayfield	OH
1	North Royalton	OH
1	Novelty	OH
1	Painesville	OH
1	Concord	OH
1	Concord Township	OH
1	Cutler	OH

1	Northridge	CA
1	Pasadena	CA
1	San Diego	CA
1	Thousand Oaks	CA
1	Tustin	CA
1	Upland	CA
1	Ventura	CA
1	Broomfield	CO
1	Miami Lakes	FL
1	Mount Dora	FL
1	Mulberry	FL
1	Naples	FL
1	New Port Richey	FL
1	North Port	FL
1	Ocala	FL
1	Odessa	FL
1	Orlando	FL
1	Ormond Beach	FL
1	Safety Harbor	FL
1	Spring Hill	FL
1	St Augustine	FL
1	St. Petersburg	FL
1	Sunrise	FL
1	Flowery Branch	GA
1	Grovetown	GA
1	Richmond Hill	GA
1	Sylvania	GA
1	Cedar Rapids	IA
1	Dubuque	IA
1	Marion	IA
1	Addison	IL
1	Antioch	IL
1	Bartlett	IL
1	Vero Beach	FL
1	Weston	FL
1	Alpharetta	GA
1	Atlanta	GA
1	Austell	GA
1	Avondale Estates	GA
1	Conyers	GA
1	Hudson	MI
1	Kentwood	MI
1	Lambertville	MI
1	Livonia	MI
1	Oakland	MI
1	Pottsville	MI
1	Rochester Hills	MI
1	Temperance	MI
1	Vicksburg	MI
1	Warren	MI
1	Becker	MN

1	Bloomington	IN
1	Ferdinand	IN
1	Fishers	IN
1	Fort Wayne	IN
1	Greensburg	IN
1	Greenwood	IN
1	League City	TX
1	Lewisville	TX
1	Mesquite	TX
1	Providence Village	TX
1	Quinlan	TX
1	Selma	TX
1	Sherman	TX
1	Irving	TX
1	Fulshear	TX
1	Deer Park	TX
1	El Paso	TX
1	Wills Point	TX
1	Glen Allen	VA
1	Grimstead	VA
1	Lebanon	VA
1	Leesburg	VA
1	Mosely	VA
1	Richmond	VA
1	Roanoke	VA
1	Stephens City	VA
1	Va Beach	VA
1	Va. Beach	VA
1	Woodstock	VA
1	Shelburne	VT
1	Altoona	WI
1	Beloit	WI
1	Menmneefails	WI
1	Oak Creek	WI
1	Stockholm	WI
1	Charleston	WV
1	Welton	WV
1	Wheeling	WV
1	Cheyenne	WY
1	Pataskala	OH
1	Pickerington	OH
1	Poland	OH
1	Richmond Hts	OH
1	Sagamore	OH
1	Silver Lake	OH
1	Solon	OH
1	Stow	OH
1	Strongsville	OH
1	Twinsburg	OH
1	Wadsworth	OH
1	Willoughby	OH

1	Nottingham	MD
1	Sparks	MD
1	Westbrook	ME
1	Bay City	MI
1	Bloomfield Hills	MI
1	Clinton Twp	MI
1	Elmira	MI
1	Gaines	MI
1	Beavercreek	OH
1	Berea	OH
1	Brecksville	OH
1	Chagrin Falls	OH
1	Chardon	OH
1	Chesapeake	OH
1	Covington	LA
1	Geismar	LA
1	Houma	LA
1	Mandeville	LA
1	Mendeville	LA
1	Metairie	LA
1	Pralrieville	LA
1	Rayne	LA
1	Shreveport	LA
1	Attleboro	MA
1	Chicopee	MA
1	Gloucester	MA
1	Leominster	MA
1	Needham	MA
1	Reading	MA
1	Annapolis	MD
1	Buffalo	NY
1	Corfu	NY
1	Corning	NY
1	Crestwood	NY
1	Fairport	NY
1	Gloversville	NY
1	Greenlawn	NY
1	Lafayette	NY
1	Merrick	NY
1	Nesconset	NY
1	New York	NY
1	Rochester	NY
1	Spring Valley	NY
1	Staten Island	NY
1	Yorktown Hts	NY
1	Akron	OH
1	Ashland	OH
1	Athens	OH
1	Aurora	OH



Association of Educational
PURCHASING AGENCIES

Part E – Signature Forms
AEPA IFB 019-B
Custodial Supplies & Equipment

Instructions

Contained herein are forms that require a signature from an authorized person at your company. All items found within this document are mandatory. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as non-responsive.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Once signed, place notary stamp in the delegated area on the Bid Affidavit.
4. Return the forms and pages in their correct order and scan one (1) single PDF format titled ***"Part E – Signature Forms – Name of Bidding Company"*** (i.e. one PDF document for all signature forms).
5. Submit Part E, along with other required documents in Public Purchase.

AEPA does not allow electronic signatures.

*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as one (1) single PDF titled ***"Part E – Signature Forms – Name of Bidding Company"***.

Uniform Guidance "EDGAR" Certification Form – **signature required*

Bid Affidavit – **signature required*

Acceptance of Bid & Contract Award – **signature required*

Uniform Guidance "EDGAR" Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All bidders submitting proposals must complete this EDGAR Certification form regarding the bidder's willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Bidder will certify its agreement and ability to comply, where applicable, by having the bidder's authorized representative check, initial the applicable boxes, and sign the acknowledgement at the end of this form. If a bidder fails to complete any item of this form, AEPA will consider and may list the response, as the bidders is unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the bidder using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding bidder default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the bidder and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the bidder. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay bidder for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the bidder's return policy. If the participating agency has paid the bidder for goods and services provided as the date of termination, bidder shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including the manner by which it will be effected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the bidder, the participating agency's provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Bidder agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and bidder agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, bidder agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, bidder shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, bidder is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, bidder shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Bidder agrees that, for any purchase to which this requirement applies, the award of the purchase to the bidder is conditioned upon bidder's acceptance of wage determination.

Bidder further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, bidder agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, bidder is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, bidder agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Bidder certifies that the bidder is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the bidder if bidder is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under stat statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), bidders that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, bidder agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recover, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, bidder agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, bidder agrees that the total price, including profit, charged by the bidder to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the bidders contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, bidder agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Bidder Certification (By Item)	Bidder Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	YES	
2. Termination for Cause of Convenience	YES	
3. Equal Employment Opportunity	YES	
4. Davis-Bacon Act	YES	
5. Contract Work Hours and Safety Standards Act	YES	
6. Right to Inventions Made Under a Contract or Agreement	YES	
7. Clean Air Act and Federal Water Pollution Control Act	YES	
8. Debarment and Suspension	YES	
9. Byrd Anti-Lobbying Amendment	YES	
10. Procurement of Recovered Materials	YES	
11. Profit as a Separate Element of Price	YES	
12. General Compliance with Participating Agencies	YES	

State Industrial Products

Name of Business


Signature of Authorized Representative

Ryan Keating

Printed Name

09/27/2018

Date

Bid Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Bidder is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the bidder), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other bidders, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the bidder, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other bidder, or to any of the aforementioned persons, anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement, or agreement, with any other bidder or bidders which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the bidder, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the bidder, nor any officer, director, partner, member or associate of the bidder, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the bidder, or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the bidder will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the bidder is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved and have included all information that is required of these bid forms.

Ryan Keating

5915 Landerbrook Dr., Suite 300

Authorized Representative (Please print or type)

Mailing Address

CFO

Mayfield Heights, OH 44124

Title (Please print or type)

City, State, Zip

 CFO

09/27/2018

Signature of Authorized Representative

Date

Subscribed and sworn to before me this

27

day of

September

Notary Public in and for County of

Cuyahoga

State of

Ohio

My commission expires on

NANCY DIASIO
NOTARY PUBLIC - STATE OF OHIO
Recorded in Cuyahoga County
My commission expires Jan. 31, 2020

Signature

Nancy Diasio



Enter Notary Stamp




Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>State Industrial Products</u>	Date	<u>09/27/2018</u>
Address	<u>5915 Landerbrook Dr., Suite 300</u>	City, State Zip	<u>Mayfield Heights, OH 44124</u>
Contact Person	<u>Brian Wamser</u>	Title	<u>Corporate Accounts Coordinator</u>
Authorized Signature		Title	<u>CFO</u>
Email	<u>customerservice@stateindustrial.com</u>	Phone	<u>800-782-2436</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency _____

Authorized Representative _____

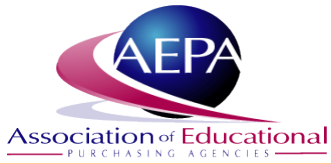
Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)		Or March 1, 2019

Bid Checklist

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their ***specified/required format***, by the due date and time listed for this IFB. Bid ***submissions not following the specified/required format may result as being marked non-responsive and may not be considered for evaluation***. Bidders are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the IFB deadline submission date.

"X"	Document Title, Uploaded to Public Purchase (Bidder must submit documents in the required title/format)	Format of Uploaded Document	Notes
	Bid Bond – If Required, see Part B if applicable.	Upload PDF copy. The original must be received by Oakland Public Schools by due date and time.	Send to Oakland Public Schools.
X	Part C – State Specific Forms – Name of Bidding Company	Single, Scanned PDF	Required. Signatures Required.
X	Part D - Questionnaire – Name of Bidding Company Includes: <ul style="list-style-type: none"> • Company Information • Service Questionnaire • Exceptions • Deviations 	Single, Scanned PDF	Required.
X	Part E – Signature Forms – Name of Bidding Company Includes: <ul style="list-style-type: none"> • Uniform Guidance “EDGAR” Certification • Bid Affidavit • Acceptance of Bid & Contract Award 	Single, Scanned PDF	Required. Signatures required.
X	Part F – Pricing Schedule – Name of Bidding Company	Excel Workbook	Required.
X	Exhibit A – Annual Report/Letter of Credit – Name of Bidding Company	*See Note Below	Required. Not provided by AEPA, Bidder Created
X	Exhibit B – Marketing Plan – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
	Exhibit C – Warranties, Additional Services – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created
	Exhibit D – Additional Discounts – Name of Bidding Company	Scanned PDF	Optional. Not provided by AEPA, Bidder Created

*An attached letter of line of credit from the Bidder's chief financial institution is required unless the company is publicly traded. If the company is publicly traded, a complete Annual Financial Report from the most recent year is REQUIRED. Scan the Letter of Line of Credit and/or Annual Report into a PDF document and title as per the instructions in Document Development above. Bidders may choose to send the Letter of Line of Credit and/or Annual Report by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The Letter of Line of Credit and/or Annual Report must be received by the Executive Director before October 1, 2018 at 1:30 EST.



Part F.1 – Catalog Discount for Items in a Commercially Available Catalog

AEPA #019-B Custodial Supplies and Equipment

Bidding Company Name: *State Industrial Products*

Name of Catalog: *State Solutions Guide*
(This must be the catalog in effect as of the bid date)

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

Part F.1 is a REQUIRED FORM

No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1	All Products	10%		1
2				2
3				3
4				4
5				5
6				6
7				7
8				8
9				9
10				10
11				11
12				12
13				13
14				14
15				15
16				16
17				17
18				18
19				19
20				20
21				21
22				22
23				23
24				24
25				25
26				26
27				27
28				28
29				29
30				30
31				31
32				32
33				33
34				34
35				35
36				36
37				37
38				38
39				39
40				40



Part F.2 – Discount Price Schedule
AEPA #019-B Custodial Supplies and Equipment

INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. **Failure to have price correspond may be cause for rejection of your offer.**

Part F.2 is a REQUIRED FORM

Bidding Company Name:			State Industrial Products			Catalog Name:		State Solutions Guide			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	AIR CARE	STATE AIR RINSE QT12	State Industrial Products	126339	126339	CS	\$ 211.00	10.0%	\$ 189.90		1
2	AIR CARE	CARPET DEODORIZER-APPLE ORCHARD EA12	State Industrial Products	122629	122629	CS	\$ 233.00	10.0%	\$ 209.70		2
3	AIR CARE	CARPET DEODORIZER-MORNING FRESH EA12	State Industrial Products	122633	122633	CS	\$ 231.00	10.0%	\$ 207.90		3
4	AIR CARE	24/7 AIR CARE SPRAY MIST KIT TUBE ONLY	State Industrial Products	106478	106478	EA	\$ 20.00	10.0%	\$ 18.00		4
5	AIR CARE	24/7 AIR CARE SPRAY-TIP KIT	State Industrial Products	104567	104567	EA	\$ 49.00	10.0%	\$ 44.10		5
6	AIR CARE	FOGMASTER JR (STATE)	State Industrial Products	112810	112810	EA	\$ 201.00	10.0%	\$ 180.90		6
7	AIR CARE	EARTH SAVORS MIST AMBER FIELDS 8OZ CS9	State Industrial Products	125987	125987	CS	\$ 192.00	10.0%	\$ 172.80		7
8	AIR CARE	EARTH SAVORS MIST ASSORTMENT CS9	State Industrial Products	126110	126110	CS	\$ 192.00	10.0%	\$ 172.80		8
9	AIR CARE	EARTH SAVORS MIST CLEAN AIR 8OZ CS9	State Industrial Products	121397	121397	CS	\$ 192.00	10.0%	\$ 172.80		9
10	AIR CARE	EARTH SAVORS MIST MORNING FRESH 8OZ CS9	State Industrial Products	125989	125989	CS	\$ 192.00	10.0%	\$ 172.80		10
11	AIR CARE	EARTH SAVORS MIST ORANGE 8OZ CS9	State Industrial Products	121399	121399	CS	\$ 192.00	10.0%	\$ 172.80		11
12	AIR CARE	EARTH SAVORS MIST PURE MEADOW 8OZ CS9	State Industrial Products	126429	126429	CS	\$ 192.00	10.0%	\$ 172.80		12
13	AIR CARE	EARTH SAVORS MIST SWEET SUNSATON 8OZCS9	State Industrial Products	121395	121395	CS	\$ 192.00	10.0%	\$ 172.80		13
14	AIR CARE	1-S CP ECO ODOR REMOVER CRISP LINEN 4X3L	State Industrial Products	124817	124817	CS	\$ 229.00	10.0%	\$ 206.10		14
15	AIR CARE	ECOLUTION ODOR REMOVER CRISP LINEN D5	State Industrial Products	126148	126148	BC	\$ 286.00	10.0%	\$ 257.40		15
16	AIR CARE	ECOLUTION ODOR REMOVER CRISP LINEN GL4	State Industrial Products	124819	124819	CS	\$ 242.00	10.0%	\$ 217.80		16
17	AIR CARE	ECOLUTION ODOR REMOVER CRISP LINEN D20	State Industrial Products	126167	126167	BC	\$ 1,030.00	10.0%	\$ 927.00		17
18	AIR CARE	FRAGRANCE BURST TR - CITRUS DZ5	State Industrial Products	127163	127163	CS	\$ 114.00	10.0%	\$ 102.60		18
19	AIR CARE	FRAGRANCE BURST TR - FRESH DZ5	State Industrial Products	127161	127161	CS	\$ 114.00	10.0%	\$ 102.60		19
20	AIR CARE	1-S CP KONTROL APPLE SPICE 4X3L	State Industrial Products	124397	124397	CS	\$ 168.00	10.0%	\$ 151.20		20

Bidding Company Name:			State Industrial Products			Catalog Name:		State Solutions Guide			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
21	AIR CARE	KONTROL WITH APPLE SPICE D20	State Industrial Products	125877	125877	BC	\$ 1,112.00	10.0%	\$ 1,000.80		21
22	AIR CARE	KONTROL WITH APPLE SPICE GL4	State Industrial Products	125563	125563	CS	\$ 250.00	10.0%	\$ 225.00		22
23	AIR CARE	KONTROL WITH APPLE SPICE QT12	State Industrial Products	125561	125561	CS	\$ 215.00	10.0%	\$ 193.50		23
24	AIR CARE	KONTROL WITH MINT QT12	State Industrial Products	123329	123329	CS	\$ 215.00	10.0%	\$ 193.50		24
25	AIR CARE	KONTROL MORNING FRESH T260	State Industrial Products	125862	125862	BC	\$ 10,043.00	10.0%	\$ 9,038.70		25
26	AIR CARE	KONTROL WITH MORNING FRESH GL4	State Industrial Products	125581	125581	CS	\$ 250.00	10.0%	\$ 225.00		26
27	AIR CARE	KONTROL WITH MORNING FRESH QT12	State Industrial Products	102680	102680	CS	\$ 215.00	10.0%	\$ 193.50		27
28	AIR CARE	KONTROL WITH MORNING FRESH D5/D19	State Industrial Products	125522	125522	BC	\$ 311.00	10.0%	\$ 279.90		28
29	AIR CARE	KONTROL WITH MORNING FRESH D20/D75	State Industrial Products	102683	102683	BC	\$ 1,112.00	10.0%	\$ 1,000.80		29
30	AIR CARE	KONTROL WITH MORNING FRESH D55/D210	State Industrial Products	102684	102684	BC	\$ 2,770.00	10.0%	\$ 2,493.00		30
31	AIR CARE	KONTROL WITH PERFECTLY PEACH GL4	State Industrial Products	125577	125577	CS	\$ 250.00	10.0%	\$ 225.00		31
32	AIR CARE	1-5 CP KONTROL SE 4X3L	State Industrial Products	108199	108199	CS	\$ 231.00	10.0%	\$ 207.90		32
33	AIR CARE	KONTROL QT VARIETY PK W/ FOGMASTER JR	State Industrial Products	113299	113299	EA	\$ 404.00	10.0%	\$ 363.60		33
34	AIR CARE	KONTROL VARIETY PAK QT12	State Industrial Products	102709	102709	CS	\$ 215.00	10.0%	\$ 193.50		34
35	AIR CARE	KONTROL WITH SWEET SUNSATION GL4	State Industrial Products	123430	123430	CS	\$ 250.00	10.0%	\$ 225.00		35
36	AIR CARE	KONTROL WITH SWEET SUNSATION QT12	State Industrial Products	123428	123428	CS	\$ 215.00	10.0%	\$ 193.50		36
37	AIR CARE	KONTROL WITH SWEET SUNSATION D5/D19	State Industrial Products	124989	124989	BC	\$ 311.00	10.0%	\$ 279.90		37
38	AIR CARE	24/7 CHERRI-D D20/D75 INTRO PAK	State Industrial Products	247CD-20	247CD-20	EA	\$ 928.00	10.0%	\$ 835.20		38
39	AIR CARE	24/7 CHERRI-D D55/D210 INTRO PAK	State Industrial Products	247CD-55	247CD-55	EA	\$ 2,219.00	10.0%	\$ 1,997.10		39
40	AIR CARE	24/7 CHERRI-D INTRO PAK	State Industrial Products	247CD	247CD	EA	\$ 477.00	10.0%	\$ 429.30		40
41	AIR CARE	CHERRI-D GL4	State Industrial Products	121847	121847	CS	\$ 216.00	10.0%	\$ 194.40		41
42	AIR CARE	CHERRI-D D5/D19	State Industrial Products	107272	107272	BC	\$ 264.00	10.0%	\$ 237.60		42
43	AIR CARE	CHERRI-D D20/D75	State Industrial Products	25560	25560	BC	\$ 933.00	10.0%	\$ 839.70		43
44	AIR CARE	DUMP-STAR 75LB	State Industrial Products	105152	105152	BC	\$ 720.00	10.0%	\$ 648.00		44

Bidding Company Name:			State Industrial Products			Catalog Name:		State Solutions Guide			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
45	AIR CARE	DUMP-STAR EA12	State Industrial Products	104302	104302	CS	\$ 238.00	10.0%	\$ 214.20		45
46	AIR CARE	DUMP-STAR 4.5LB TUB CS6	State Industrial Products	104303	104303	CS	\$ 407.00	10.0%	\$ 366.30		46
47	AIR CARE	FRESH ZONE - CRISP LINEN GL4	State Industrial Products	126486	126486	CS	\$ 245.00	10.0%	\$ 220.50		47
48	AIR CARE	FRESH ZONE - CRISP LINEN D20/D75	State Industrial Products	126488	126488	BC	\$ 930.00	10.0%	\$ 837.00		48
49	AIR CARE	FRESH ZONE - CRISP LINEN D55/D210	State Industrial Products	126489	126489	BC	\$ 2,280.00	10.0%	\$ 2,052.00		49
50	AIR CARE	FRESH ZONE - MORN FRESH GL4	State Industrial Products	126479	126479	CS	\$ 245.00	10.0%	\$ 220.50		50
51	AIR CARE	FRESH ZONE - MORN FRESH D20/D75	State Industrial Products	126481	126481	BC	\$ 930.00	10.0%	\$ 837.00		51
52	AIR CARE	FRESH ZONE - MORN FRESH D55/D210	State Industrial Products	126482	126482	BC	\$ 2,280.00	10.0%	\$ 2,052.00		52
53	AIR CARE	FRESH ZONE - SWEET SUNS GL4	State Industrial Products	126472	126472	CS	\$ 245.00	10.0%	\$ 220.50		53
54	AIR CARE	FRESH ZONE - SWEET SUNS D20/D75	State Industrial Products	126474	126474	BC	\$ 930.00	10.0%	\$ 837.00		54
55	AIR CARE	FRESH ZONE - SWEET SUNS D55/D210	State Industrial Products	126475	126475	BC	\$ 2,280.00	10.0%	\$ 2,052.00		55
56	AIR CARE	FRESH ZONE RTU - CRISP LINEN D20/D75	State Industrial Products	126490	126490	BC	\$ 665.00	10.0%	\$ 598.50		56
57	AIR CARE	FRESH ZONE RTU - CRISP LINEN D55/D210	State Industrial Products	126491	126491	BC	\$ 1,529.00	10.0%	\$ 1,376.10		57
58	AIR CARE	FRESH ZONE RTU - MORN FRESH D20/D75	State Industrial Products	126483	126483	BC	\$ 665.00	10.0%	\$ 598.50		58
59	AIR CARE	FRESH ZONE RTU - MORN FRESH D55/D210	State Industrial Products	126484	126484	BC	\$ 1,668.00	10.0%	\$ 1,501.20		59
60	AIR CARE	FRESH ZONE RTU - SWEET SUNS D20/D75	State Industrial Products	126476	126476	BC	\$ 665.00	10.0%	\$ 598.50		60
61	AIR CARE	FRESH ZONE RTU - SWEET SUNS D55/D210	State Industrial Products	126477	126477	BC	\$ 1,668.00	10.0%	\$ 1,501.20		61
62	AIR CARE	STATE FRESH ZONE DEOD ORIGINAL T260	State Industrial Products	125782	125782	BC	\$ 5,829.00	10.0%	\$ 5,246.10		62
63	AIR CARE	STATE FRESH ZONE DEOD ORIGINAL D20/D75	State Industrial Products	125780	125780	BC	\$ 624.00	10.0%	\$ 561.60		63
64	AIR CARE	STATE FRESH ZONE DEOD ORIGINAL D55/D210	State Industrial Products	125781	125781	BC	\$ 1,378.00	10.0%	\$ 1,240.20		64
65	AIR CARE	STATE FRESH ZONE DEODORIZER ORIGINAL D5	State Industrial Products	126146	126146	BC	\$ 172.00	10.0%	\$ 154.80		65
66	AIR CARE	24/7 TC-2000 INTRO PAK	State Industrial Products	247TC	247TC	EA	\$ 477.00	10.0%	\$ 429.30		66
67	AIR CARE	24/7 TC-2000 INTRO PAK	State Industrial Products	247TC-20	247TC-20	EA	\$ 1,336.00	10.0%	\$ 1,202.40		67
68	AIR CARE	TC-2000 ODOR ELIMINATOR D5/D19	State Industrial Products	115967	115967	BC	\$ 376.00	10.0%	\$ 338.40		68

Bidding Company Name:			State Industrial Products			Catalog Name:		State Solutions Guide			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
69	AIR CARE	TC-2000 ODOR ELIMINATOR D20/D75	State Industrial Products	115968	115968	BC	\$ 1,336.00	10.0%	\$ 1,202.40		69
70	AIR CARE	BOA MORNING FRESH CS4	State Industrial Products	114122	114122	CS	\$ 544.00	10.0%	\$ 489.60		70
71	AIR CARE	FRAGRANCE BURST AEROSOL CABINET	State Industrial Products	105956	105956	EA	\$ 34.00	10.0%	\$ 30.60		71
72	AIR CARE	FRAGRANCE BURST CLEAN COTTON DZ7.25	State Industrial Products	126249	126249	CS	\$ 185.00	10.0%	\$ 166.50		72
73	AIR CARE	FRAGRANCE BURST INTRO (1DZ) W/3 CABINETS	State Industrial Products	112799	112799	EA	\$ 328.00	10.0%	\$ 295.20		73
74	AIR CARE	FRAGRANCE BURST LEMON DROP COOKIE DZ7.25	State Industrial Products	126180	126180	CS	\$ 185.00	10.0%	\$ 166.50		74
75	AIR CARE	FRAGRANCE BURST SWEET BLOSSOM DZ7.25	State Industrial Products	126251	126251	CS	\$ 185.00	10.0%	\$ 166.50		75
76	AIR CARE	FRAGRANCE BURST VARIETY PIC-A-PAK DZ7.25	State Industrial Products	126254	126254	CS	\$ 185.00	10.0%	\$ 166.50		76
77	AIR CARE	FRAGRANCE BURST WILD BERRY SPICE DZ7.25	State Industrial Products	126253	126253	CS	\$ 185.00	10.0%	\$ 166.50		77
78	AIR CARE	CENTRAL FRAG - CITRUS GREEN TEA CS2	State Industrial Products	127343	127343	CS	\$ 559.00	10.0%	\$ 503.10		78
79	AIR CARE	CENTRAL FRAG - CITRUS SUN CS2	State Industrial Products	127347	127347	CS	\$ 559.00	10.0%	\$ 503.10		79
80	AIR CARE	CENTRAL FRAG - FROSTED EVERGREEN CS2	State Industrial Products	127353	127353	CS	\$ 559.00	10.0%	\$ 503.10		80
81	AIR CARE	CENTRAL FRAG - MIDNIGHT WOODS CS2	State Industrial Products	127345	127345	CS	\$ 559.00	10.0%	\$ 503.10		81
82	AIR CARE	CENTRAL FRAG - PARADISE BREEZE CS2	State Industrial Products	127349	127349	CS	\$ 559.00	10.0%	\$ 503.10		82
83	AIR CARE	CENTRAL FRAG - PURE MEADOW CS2	State Industrial Products	127341	127341	CS	\$ 559.00	10.0%	\$ 503.10		83
84	AIR CARE	CENTRAL FRAG - WATER LILY CS2	State Industrial Products	127351	127351	CS	\$ 559.00	10.0%	\$ 503.10		84
85	AIR CARE	CENTRAL FRAGRANCE - STARTER KIT	State Industrial Products	127678	127678	CS	\$ 2,183.00	10.0%	\$ 1,964.70		85
86	AIR CARE	CUBE FRAGRANCE - CITRUS GREEN TEA CS2	State Industrial Products	127360	127360	CS	\$ 209.00	10.0%	\$ 188.10		86
87	AIR CARE	CUBE FRAGRANCE - CITRUS SUN CS2	State Industrial Products	127181	127181	CS	\$ 209.00	10.0%	\$ 188.10		87
88	AIR CARE	CUBE FRAGRANCE - FROSTED EVERGREEN CS2	State Industrial Products	127665	127665	CS	\$ 209.00	10.0%	\$ 188.10		88
89	AIR CARE	CUBE FRAGRANCE - MIDNIGHT WOODS CS2	State Industrial Products	127183	127183	CS	\$ 209.00	10.0%	\$ 188.10		89



September 27, 2018

Re: State Industrial Products Credit Reference

To George Wilson, AEPA Executive director

State Industrial Products has a credit line available in the mid- seven figures. PNC reviewed the last three years of financial performance in conjunction with the approval of this credit line, and can affirm that State Industrial Products reflects strong financial performance and stability.

If you have any questions or require further information, please feel free to contact me at 216-222-3107 or you may contact Chelsea Lengal at 216-222-9602.

Sincerely,

Sherry A. Barr
Senior Vice President
sherry.barr@pnc.com



Care for Work Environments®

AEPA Housekeeping Products

State Industrial Products Marketing Plan Summary

The State Industrial Products marketing plan for maximizing the connection to AEPA members includes Account Manager Training, Collateral Materials, Internet Tools, Account Management pipeline tools; all led by the Director level sales staff and coordinated by the Marketing Department and Senior Healthcare Account Manager. Specific elements of this plan include:

1. Our Sales Management team are experienced working with all size school districts. They will continue to ensure that all State Industrial staff are properly trained and equipped to approach AEPA members, all AEPA members are systematically approached in a fashion appropriate for their business and that all commitments to AEPA and the AEPA membership are fully realized.
2. Our Product Management team will continue to work with our distributor customers to assure all AEPA products and pricing is setup properly for the activated members.
3. Webcast training: All State Industrial staff will be trained on the obligations and opportunities in the AEPA contract via a series of mandatory webcasts. This training will subsequently be imbedded into the standard training for all new hire field staff.
4. Collateral: A customized brochure and flyers will be designed exclusively for AEPA members and used as the primary tool for introducing AEPA members to State Industrial Products.
5. AEPA Member Training: AEPA members who are/become customers of State Industrial Products will have full access to State's customer training videos and materials via our web portal.
6. Promotion and advertising: State Industrial Products will work with AEPA to provide appropriate notification of the contract award to all AEPA members. Completed in 30 days from contract award. State will fully participate in Conventions, newsletters, portals and websites facilitated or endorsed by AEPA. Ongoing.
7. Existing AEPA customers: State will continue to extend AEPA contract pricing to all existing accounts and will immediately update to the new contract pricing. We will



Care for Work Environments®

8. continue to work with each member location to maximize their bundled savings through AEPA by coordinating with the distributor and with the regional AEPA rep.
9. AEPA members: State will assign account management responsibility to each AEPA membership location on the basis of geography and experience. Prioritization will be established by scope of opportunity, degree of fit and AEPA member request. This will be an ongoing process.



Recommendation for New Contracts

Please forward this completed, signed recommendation, with supporting documents attached, to Tammy Hart, AEPA President, and George Wilson, AEPA Executive Director, no later than COB November 1, 2018.

AEPA Bid #019

Due: November 1, 2018

Bid Category: Custodial Supplies and Equipment

Signatures:

Committee Chair: Cara Hart *[Signature]*

Committee Member: Joan Preble *[Signature]*

Committee Member: Theresa Gerstaecker *[Signature]*

Committee Member: John Brenchley *[Signature]*

A. Methodology used by the committee for determination:

- Low responsive and responsible bidder(s) based on the attached price tabulation.
- Low responsive and responsible bidder(s) based on the attached market basket study tabulation.
- Responsive and responsible bidder(s) based on the highest catalog discount.

B. Bids received that were rejected prior to evaluation with cause for rejection:

None.

C. Bids received that were rejected during evaluation with cause for rejection:

Pro-Link - Cleaning supplies only, limited equipment, work through a distribution network of vendors, references not included, poor performance reported by a committee member (being dropped by KPN).

Quill - Basic cleaning supplies and very limited equipment, inside sales only in many member states, sales in this line are difficult to break out and report, items can potentially be purchased through other AEPA award lines.

D. Vendors recommended with reasons for recommendation:

Busch Systems - Nice niche market, especially for those members who serve municipalities.

Hillyard - True janitorial vendor, offering supplies and equipment; 200 outside salespeople with branches and distribution across the US; will lead with AEPA.

State Industrial Products - Nice niche market; cleaning and chemical products, including some for municipalities; account manager assignments to every state with a wide network of salespeople; 10-20% discount for AEPA with no other national contracts; will automatically transfer over all customers in AEPA member states to contract pricing.

Proposed Motion: It is recommended by the Oversight Committee that AEPA reject the bids from Pro-Link and Quill Corporation.

Proposed Motion: It is recommended by the Oversight Committee that AEPA approve bids from the Busch Systems, Hillyard, and State Industrial Products for a recommended contract by our participating member agencies.

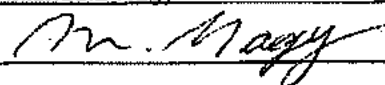


Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

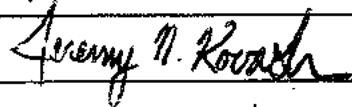
PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all Instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>Busch Systems International Inc.</u>	Date	<u>27 September, 2018</u>
Address	<u>81 Rawson Avenue</u>	City, State Zip	<u>Barrie, Ontario Canada L4N 6E5</u>
Contact Person	<u>Michaela Nagy</u>	Title	<u>Contracts Specialist</u>
Authorized Signature		Title	<u>Contracts Specialist</u>
Email	<u>michaelan@buschsystems.com</u>	Phone	<u>1-800-565-9931 ext 1360</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>Cooperative Purchasing Connection</u>		
Authorized Representative			
Awarded this	<u>28th</u>	day of <u>January, 2019</u>	Contract Number <u>019-B</u>
Contract to commence (Member Agency to select)	<u>February 1, 2019.</u>	Or	<u>March 1, 2019</u>



Acceptance of Bid & Contract Award

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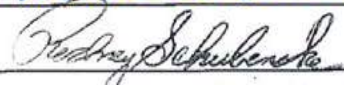
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Business Name	<u>Busch Systems International Inc.</u>	Date	<u>27 September, 2018</u>
Address	<u>81 Rawson Avenue</u>	City, State Zip	<u>Barrie, Ontario Canada L4N 6E5</u>
Contact Person	<u>Michaela Nagy</u>	Title	<u>Contracts Specialist</u>
Authorized Signature		Title	<u>Contracts Specialist</u>
Email	<u>michaelan@buschsystems.com</u>	Phone	<u>1-800-565-9931 ext 1360</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>North Dakota Educators Service Cooperative</u>		
Authorized Representative			
Awarded this	<u>29th</u>	day of	<u>January 2019</u> Contract Number <u>019-B</u>
Contract to commence (Member Agency to select)	<u>February 1, 2019</u>	Or	<u>March 1, 2019</u>



Acceptance of Bid & Contract Award

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Business Name	<u>Hillyard, Inc.</u>	Date	<u>9/26/18</u>
Address	<u>127 Park Avenue</u>	City, State Zip	<u>East Hartford CT 06108</u>
Contact Person	<u>Matt Hoffman</u>	Title	<u>Sales Manager</u>
Authorized Signature		Title	<u>General Manager</u>
Email	<u>m.hoffman@hillyard.com</u>	Phone	<u>800.832.1013 x 284</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>Cooperative Purchasing Connection (MN)</u>		
Authorized Representative	<u>Jeremy N. Kovash</u>	Jeremy Kovash, Exec. Director (LCSC)	
Awarded this	<u>12th</u>	day of	<u>December</u>
Contract to commence	<u>January 1, 2019</u>		
(Member Agency to select)			
		Contract Number	<u>019-B</u>



Acceptance of Bid & Contract Award

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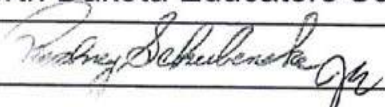
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Business Name	<u>Hillyard, Inc.</u>	Date	<u>9/26/18</u>
Address	<u>127 Park Avenue</u>	City, State Zip	<u>East Hartford CT 06108</u>
Contact Person	<u>Matt Hoffman</u>	Title	<u>Sales Manager</u>
Authorized Signature		Title	<u>General Manager</u>
Email	<u>mhoffman@hillyard.com</u>	Phone	<u>800.832.1013 x 284</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>North Dakota Educators Service Cooperative</u>		
Authorized Representative		<u>Rodney Scherbenske, Board President</u>	
Awarded this	<u>12th</u>	day of	<u>December</u>
Contract to commence (Member Agency to select)	<u>January 1, 2019</u>		
		Contract Number	<u>019-B</u>



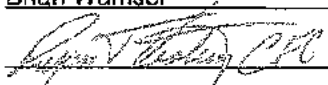
Acceptance of Bid & Contract Award

Association of Educational
PURCHASING AGENCIES

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Business Name	<u>State Industrial Products</u>	Date	<u>09/27/2018</u>
Address	<u>5915 Landerbrook Dr., Suite 300</u>	City, State Zip	<u>Mayfield Heights, OH 44124</u>
Contact Person	<u>Brian Wamser</u>	Title	<u>Corporate Accounts Coordinator</u>
Authorized Signature		Title	<u>CFO</u>
Email	<u>customerservice@stateindustrial.com</u>	Phone	<u>800-782-2436</u>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>Cooperative Purchasing Connection (MN)</u>		
Authorized Representative		<u>Jeremy Kovash, Exec. Director (LCSC)</u>	
Awarded this	<u>12th</u>	day of	<u>December</u>
		Contract Number	<u>019-B</u>
Contract to commence (Member Agency to select)	<u>January 1, 2019</u>		

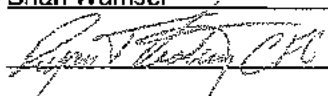


Acceptance of Bid & Contract Award

Instructions: PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

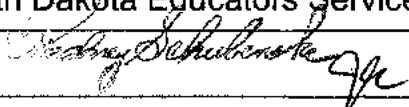
PART I: BIDDER

In compliance with the Invitation for Bid (IFB), the undersigned warrants that I/we have examined all instructions to Bidders, associated documents, and being familiar with all of the conditions of the bid, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Bidder Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<u>State Industrial Products</u>	Date	<u>09/27/2018</u>
Address	<u>5915 Landerbrook Dr., Suite 300</u>	City, State Zip	<u>Mayfield Heights, OH 44124</u>
Contact Person	<u>Brian Wamser</u>	Title	<u>Corporate Accounts Coordinator</u>
Authorized Signature		Title	<u>CFO</u>
Email	<u>customerservice@stateindustrial.com</u>	Phone	<u>800-782-2436</u>

PART II: AWARDED MEMBER AGENCY

Your bid response for the above identified bid is hereby accepted. As a Bidder Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Bidder Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Bidder Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2020, unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency	<u>North Dakota Educators Service Cooperative</u>		
Authorized Representative		<u>Rodney Scherbenske, Board President</u>	
Awarded this	<u>12th</u>	day of	<u>December</u>
		Contract Number	<u>019-B</u>
Contract to commence (Member Agency to select)	<u>January 1, 2019</u>		